Board of Trade Journal

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Index to Statistics 74
Subscriptions, Advertisements, Reprints 74
Export opportunities in Argentina 77
Chancellor speaks of Britain's balance of payments achievements 79
ECGD backing for export contracts 80
Industrial property study fellowships 80
Menswear export success 80
Consideration of mergers by the DEP 80
Variation of reference to Monopolies Commission on asbestos and certain asbestos products 81
Proposal to end import duty on certain cigarette boxes and cases 81
Applications for temporary exemption from import duty 81
Proposed amendments to Schedules 1 and 3 of the Weights and Measures Act 1963 82
Prevention of Fraud (Investments) Act 1958 82
Authorized Unit Trust Schemes 82
New premises in Northern Ireland for industrial tape stockist 82
Courtaulds to expand at Spennymoor 83
BSI publications for exporters of gas equipment and cranes 83
New export publication 83
South Africa seminar 83
Patents endorsed 'Licences of Right' 83

Aviation and Shipping
Port of Tyne becomes a customs port 84
New shipping note will speed up exports 84
New address of BoT Marine Division 84
New 'Orsino' controller takes over 84
Formal inquiry into ship collision 84
Inverness gain fire station efficiency trophy 84
New Books 85
Government surplus sales by auction 87

STATISTICS
The economy: selected indicators 89
Retail sales in November 90
Hire-purchase and other instalment credit business in November 94
Turnover of the catering trades, laundries and dry cleaners and hairdressers in November 99
Registration of British and foreign films 100
Turnover of the motor trades in November 101
Vehicle production in November 102
International air passengers at UK airports 103
Aircraft noise 104
Production of man-made fibres 104
Business Monitor 104

British Commercial Representatives Overseas i to viii

Cinema admissions and takings in October 1969 105
British Film Fund Agency returns 105
Retailers' stocks in November 105

EXHIBITIONS AND FAIRS
'Astonishing results' at British Engineering and Scientific Week in Tel Aviv 107
Boat firm's record export hit American market 109
Major British promotion's impact on lucrative Washington market 110
Houston Store promotion – Foley's features Britain 110
'Supplies Supplies' exhibition at Design Centre 110
Big export orders expected at Hotelympia 70 110
Closure of British Week office Tokyo 110
British store promotion in Auckland next October 110

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
Anglo-Polish trade, 1970. Trade between the United Kingdom and East Germany. Denmark and Hungary. Denmark and Rumania. Denmark and Bulgaria. Norway and Poland 111
Opportunities for exporters – calls for tender – agency inquiries, market reports, etc. 114
Export Missions and Tours 119
Export Orders 120
Major British engineering exports (pictures) 122

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Australia: Tariff changes on vegetable oils. Dumping cash securities: paper clips of base metals 130
Austria: Equalization tax amendments 126
Brazil: Customs tariff amendments 132
Canada: Invoice descriptions of textile products. Changes in customs tariff 133
European Communities: Common agricultural policy. Customs legistion in the EEC. Rules of competition. Harmonization of legislation. Common commercial policy – community exports. Suspension of duties in the common tariff. Trade between Turkey and the EEC. Duty quotas for newsprint, etc. 123
France: Duty quotas for imports of wood pulp and iron and steel. Duty reduced quotas for iron, etc. 125
Germany, Federal Republic of: Traffic regulations 128
Guyana: Import licensing arrangements. Consumption taxes 132
Irish Republic: Import quota: cycles tyres and inner tubes. Removal of quota restrictions on motor tyres of UK origin 123
Mauritius: Introduction of new tariff 128
New Zealand: Emergency Protection Authority inquiry: domestic capacity measures, incubators for premature infants, excavators, machine knives and blades. Tariff and Development Board reports. Tariff and Development Board reports. Tariff changes: vehicles 129
Paraguay: Import regulations 133
Peru: Containers for alcoholic beverages 132
Singapore: Import control: fireworks, pharmaceuticals 128
South Africa, Republic of: Customs tariff changes 128
Spain: Import duty suspensions: extensions of time limits. Duty free import quotas. Import quotas: acrylic fibres and yarn 126
United States: Motor vehicles safety standards: proposed new standard 302. Standard 108: lamps, reflective devices and associated equipment. Standard 209: seat belt assemblies. Fixed collision barriers. Defect reports. Fair Packaging and Labelling Act: camera film. Federal Trade Commission hearing: labelling of textile products. Control of electronic product radiation. Labelling and advertising of distilled spirits. Tariff investigations: certain flat glass, pianos. Invoice requirements 134

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

Instant picture premiums being produced at the new factory of Letraset Limited, Ashford, Kent. The order for these represented a breakthrough into the difficult North American market and was the first major United States premium order received – for dry transfers of baseball players as an in-pack giveaway with packets of chewing gum made by Topps Inc., Brooklyn, New York. The order was for 312,500 Letraset sheets containing a total of 29,785,782 characters: it took ten weeks to complete and was in six colours produced on 2,000th inch thick polystyrene. It was the first order for premiums manufactured in the new Ashford factory. To ease handling of the huge total of sheets they were shipped in the form of large spools instead of normal flat sheet form.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last Published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	This week
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Trends in invisible transactions (Q)	10 Dec. 1969
UK balance of payments (Q)	10 Dec. 1969
Bankruptcy orders (A)	12 Nov. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and services trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	17 Dec. 1969
Industry's investment intentions (3 times a year)	22 Oct. 1969
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	This week
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisition and mergers (Q)	5 Nov. 1969
Income and finance (Q)	10 Dec. 1969
New companies registered:	
Gt. Britain (M)	17 Dec. 1969
N. Ireland (M)	7 Jan. 1970
Computers:	
UK computer market (Q)	22 Oct. 1969
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	This week
International trade credit (A)	3 Sept. 1969
Electronic industry:	
Electronic capital equipment deliveries, research and development (Q)	5 Nov. 1969
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	7 Jan. 1970
ECGD business (Q)	3 Dec. 1969
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	This week
Film rentals charged to exhibitors (A)	3 May 1969
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	24 Jan. 1969
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	30 July 1969
Household consumption (Q)	29 Oct. 1969
Footwear industry orders and deliveries (M)	17 Dec. 1969
Foreign trade:	
Commonwealth trade	7 July 1968
EFTA trade (Q)	17 Dec. 1969
Trends in export of manufactures (A)	17 Sept. 1969
Industrial countries trade and production (Q)	5 Nov. 1969
Foreign trade of the UK:	
Direct orders (A)	3 Sept. 1969
Unit value and volume index nos. (M)	7 Jan. 1970
Value of overseas trade (M)	17 Dec. 1969
Value of overseas trade: analysis of trends (Q)	19 Nov. 1969
Gold and convertible currency reserves (M)	7 Jan. 1970
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of finance houses (Q)	19 Nov. 1969
Business (M)	This week
Industrial buildings (Q)	5 Nov. 1969
Industrial development certificates approved (Q)	25 April 1969
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	31 Dec. 1969
N. Ireland index (M)	7 Jan. 1970
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	24 Dec. 1969
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	This week
Machine tools, deliveries and orders (M)	24 Dec. 1969
Man-made fibres:	
Analysis of production (A)	4 April 1969
Analysis of production (Q)	5 Nov. 1969
Production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	This week
Office development permits (Q)	12 Nov. 1969
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	24 Dec. 1969
Retail prices index (M)	7 Jan. 1970
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	7 Jan. 1970
Royalty transactions (A)	14 May 1969
Shipping:	
Movement at UK ports (M)	17 Dec. 1969
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	17 Dec. 1969
Manufacturing industry. Census of production (A)	31 Dec. 1969
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	5 Nov. 1969
Textiles:	
Clothing and textile orders and deliveries (M)	24 Dec. 1969
Cotton production (M)	24 Dec. 1969
Wholesale houses sales (M)	17 Dec. 1969
Wool exports (Q)	19 Nov. 1969
Wool output (M)	24 Dec. 1969
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	3 Dec. 1969
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	17 Dec. 1969

Board of Trade Departments, etc.

Subjects	Last Published
Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	1 Oct. 1969
British Commercial representatives overseas	This week
Customs notices of interest to exporters	This week
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotions	5 Nov. 1969

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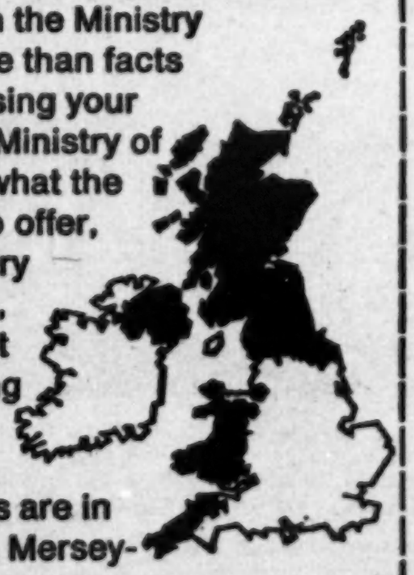

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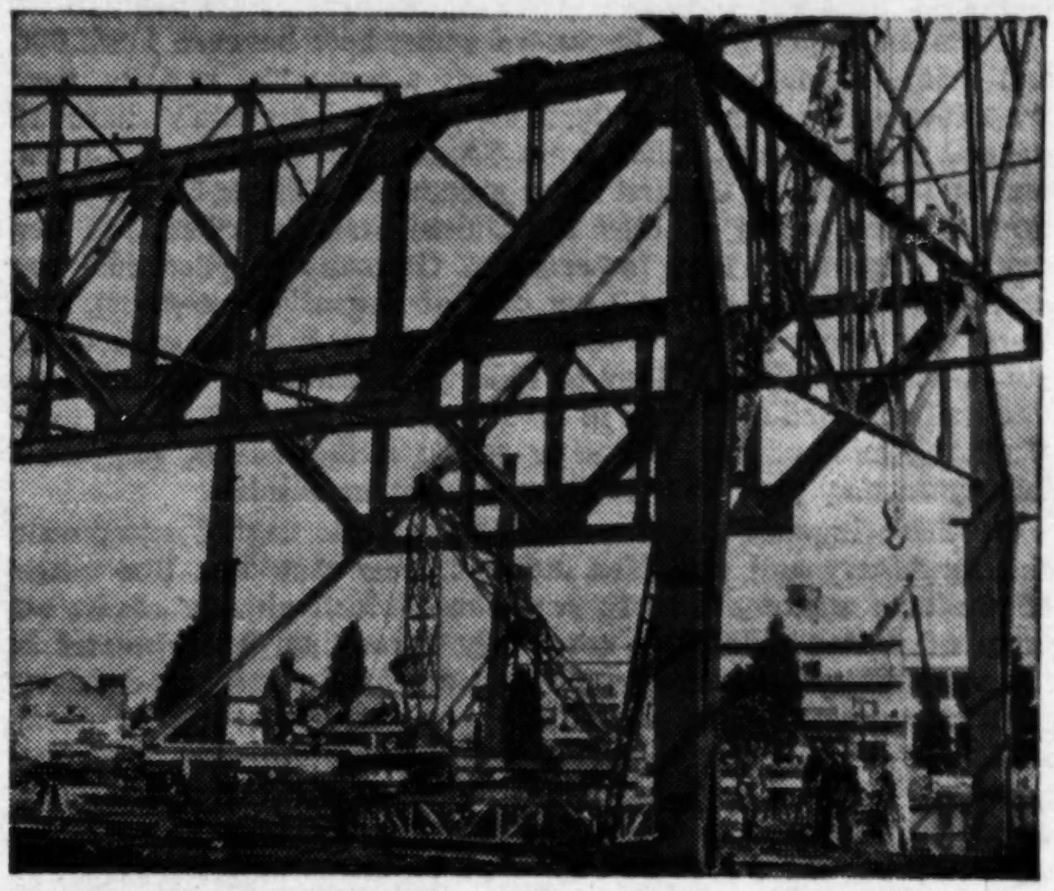
Export opportunities in Argentina

By J. L. Taylor, Minister (Commercial), British Embassy, Buenos Aires

LAUNCHED UPON a real new era of growth and relative economic stability, Argentina today is a worthwhile market for industrial goods and for local manufacture, by licence, joint venture or investment, of all types of product. These promising developments have led the British National Export Council and the Board of Trade to sponsor an important British Industrial Exhibition in Buenos Aires in November. Now is the time to look at your sales prospects and marketing arrangements in Argentina.



The Anglo Argentine Iron Company Limited, Construction Division, has undertaken the manufacture and erection of the metallic structures for the erection of the General Motors Plant in Buenos Aires. This plant includes approximately 1,500 tons of metallic structures which comprise amongst their principal elements wide angle sections imported from the steel plant of Dorman Long in the United Kingdom. Picture shows the detailed erection of the metallic columns for the mezzanine to hold the transformers.

Background to economic recovery

It is worth a quick look at past history, which discouraged many businessmen, to understand the changes that have taken place in Argentina.

The economy of Argentina suffered many fluctuations between the late 1930s and today. In 1938 Argentina had more telephones and more motor cars per head of population than almost any other country in the world. The end of the Second World War saw Argentina with large reserves of gold and foreign currency. But by 1966, largely because of the policies of the Perón régime and the heritage of political and economic difficulties this left behind, the country faced debts amounting to some $3,200 million; and the Argentine authorities had (for the third time) to ask the Paris Club, an informal multilateral meeting of creditors whose purpose was to assist Argentina to overcome her problems, to refinance them. They also found it necessary to impose very severe restrictions on all imports and in particular on machinery. Inflationary wages and fiscal policies and a very high degree of protection for often inefficient industry had brought relative stagnation to a basically rich country. The value of the peso had sunk from a parity of 16 pesos to the £ in 1943, to 700 pesos to the £ in 1966. Argentina's Gross Domestic Product per capita had risen by a mere 35 per cent compared with the pre-war average. (During the same period the Soviet Union had a 517 per cent increase, the United States 307 per cent, the United Kingdom 114 per cent. Italy, whose Gross Domestic Product per capita before the war was half that of Argentina, is today in a position to provide Argentina with financial assistance.)

The new régime

The military revolution of June 1966 brought General Onganía into office with a new team of Ministers with, from January 1967, Dr. Adalbert Krieger Vasena, an economist of world-wide repute, as Minister of Economy. Within six months of the revolution the economy started to recover.

A number of measures were taken which soon started to show fantastic results. The peso was devalued by almost 40 per cent, import duties were reduced (though they are still very high) and the ban on a long list of imports was lifted, leaving only a handful of items which could not be imported. Uneconomic tariffs of the public utilities were increased, tax collection was improved, a prices and wages policy was imposed. Foreign investment was encouraged; foreign oil companies were once again permitted to explore for oil in Argentina. Finally, and perhaps most important, exchange controls were almost totally eliminated. By the end of the first six months of 1969 the Gross Domestic Product was showing growth at a rate of 7 per cent and the World Bank, the Inter-American Development Bank and foreign private banks were vying with each other to lend money to Argentina. The cost of living, which had been rising by 25 per cent per annum over the last ten years rose by only 10 per cent in 1968. A new 'hard' peso, equal in value to 100 old pesos, but with no change in the par value in relation to the United States dollar, was scheduled to be introduced on January 1, 1970.

Argentine industry, and the majority of the population, support the new policies. Their renewed self-confidence was matched by a dramatic increase in foreign confidence in Argentina. Gold and dollar reserves soared and the peso became sufficiently strong to enable Argentina to float bond issues in Germany, the United States and the Eurodollar market. The domestic effects of the new policies inevitably caused some pressures which led to disturbances in Argentina in May 1969, and caused President Onganía to change his Cabinet. Amongst the Ministers who left was Dr. Krieger Vasena, who was replaced as Minister of Economy by Dr. José María Dagnino Pastore. The new Government are, however, dedicated to the same policies as the previous one.

The outlook for British exports

Argentina's economic recovery, although it may meet with occasional hurdles, is likely to continue: Argentina is today an excellent prospective market for the right sort of British product. Despite critcism of and doubts about British industry's performance here in recent years, the reputation of British technical ability

(Continued on next page)

EXPORT OPPORTUNITIES IN ARGENTINA, *continued*

is high (but it needs more plugging by firms): and there is much goodwill towards Britain (especially as we continue to import twice what we export in our trade with Argentina). As several British firms have discovered, a relatively small effort can repay immense dividends in orders booked. But by and large it is a market which requires – and repays – constant attention. At the risk of repeating what has so often been said, British exporters *must* visit to support their representatives if they are to get business.

Argentina has been exporting on an average something like US$1,300 to US$1,600 million worth of goods a year. The figure is expected to grow to over $2,000 million by 1972. The United Kingdom takes about 10 per cent of Argentina's total exports.

Argentine imports have fluctuated somewhere between US$1,000 and US$1,400 million worth of goods a year; like exports, they are expected to grow rapidly. The United Kingdom's share of imports has, however, fallen from 8.8 per cent in 1962 to 6.8 per cent in 1968 and, in the first seven months of 1969, to 6.3 per cent. In that same period of 1969 the United States supplied 22.6 per cent of Argentina's total imports and Germany supplied 10.7 per cent (despite taking only 4.2 per cent of Argentina's exports). For 1969 as a whole British exports are likely to top £40 million. In the 10-year period from 1959 to 1968 the balance of Anglo-Argentine trade showed a balance in favour of Argentina of no less than US$1,287 million. For sellers to public authorities in Argentina this figure may provide a useful argument or entrée.

Of these imports about one-third represent capital equipment and machinery and one-third industrial raw materials. The range of products manufactured in Argentina (which already covers all types of motor vehicle) is constantly expanding. The demand is for sophisticated machinery and systems for industry, and heavy plant for major power and other projects. Protection of local industry rules out many exports and a long-term view, with the possibility of local manufacture in mind, must be taken on many engineering products; success in tendering for public contracts often depends on collaboration with local manufacturing industry. Despite the protection given to local industry there is room for imports of products of the same type provided that these offer real advantages – e.g. in productivity – over local equivalents. In the consumer goods field, licensing and joint ventures on local production are almost essential (apart from small volume sales of high quality products to specialized outlets) because of high tariff barriers. New, internationally known, consumer goods made under licence are launched almost daily and there is no doubt of the profits being made by many principals. Overy 80 British products are already made in Argentina in one way or another and these include Perkins engines, Glaxo pharmaceuticals, Lucas electric equipment, Coats cottons, Goodlass Wall paints, ICI chemicals, Yardley cosmetics, Gordon's Gin and many others.

The British Industrial Exhibition

As mentioned in the opening paragraph, the British Industrial Exhibition in Buenos Aires, November 5 to 15 (following on the highly successful similar event in Sao Paulo, Brazil in 1969) provides a special opportunity for British business to undertake a fresh effort in this market. Some guidance on products may therefore be helpful. The potential for exports to Argentina can be divided into two fields. In the public sector much depends on the rate at which infrastructure public works programmes are carried out. The private sector is dependent upon continuing steady demand and growth. On present form it looks as if these requirements may well be fulfilled.

Taking first of all the public sector, the investment programme was a key factor in promoting the recovery of the economy in 1968. It has played an even more important part in 1969. The main sectors of public investment are in energy, transport, telecommunications, water distribution and treatment, sewage and steel, in that order of importance. British firms have already obtained a good share in the vast El Chocon Hydro-electric scheme. Within transport, the largest items will be roads and railways and the latter should offer considerable long-term prospects for British firms willing to put in a real effort. The telephone system is to be largely overhauled, and radio and television networks will undertake considerable re-equipment.

In the private sector the demand is for modern plant. Among larger schemes involving private investment the petroleum, petrochemical, steel and aluminium industries are being given some priority. Mining and prospecting, especially for copper, are to be officially supported. There is also a prospect of considerable re-equipment of the Merchant Marine – both State and private.

The type of product which will be in substantial demand will include sophisticated machine tools; road building and heavy earth moving equipment; sophisticated machinery for the textile, printing, baking, food processing, paper making, cement and steel industries; railway signalling systems; other railway equipment; office machinery and data processing systems; electronic control equipment; scientific equipment and instruments; power generating machinery, transformers and switchgear; telecommunications equipment including radar; aircraft, aero engines and components; surgical instruments and hospital equipment; welding equipment; traffic control systems; ships' equipment; automatic handling, sorting and packaging systems; and chemical (including especially petrochemical) plant.

These estimates of immediate possibilities are based on known expansion plans and projects. These are also numerous infrastructure projects not yet under way but which are in the study stage, e.g. an iron ore pelletizing plant to be built in Sierra Grande in the Province of Rio Negro; hospitals to be built in various parts of the Republic; and a newsprint plant to be built in Tucumán. There are also numerous opportunities, in which some British firms are having considerable success, for sales to the Armed Forces. For further and more detailed guidance, consult the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 9633). And for information about the exhibition apply to Industrial and Trade Fairs International Ltd., Commonwealth House, 1 to 19 New Oxford Street, London, W.C.1.

Conclusions

Doing business in Argentina often requires great patience and much study of ways and means. Far too many British firms have left matters in the hands of an agent appointed when conditions were very different. British firms must review their arrangements; the possible forms of operation are numerous. In many cases the answer is an agent; but have you got the right one, and above all, are you supporting and pushing him? Does your type of product require a factory representative, or a sales subsidiary? Are prospects good enough to justify an investment? (The banking services of the City of London can get you the capital if the investment is sound); if so should it be a joint venture with growing Argentine industry? Or licensing? Or a combination? Co-operation with Argentine business is increasingly important. Consult the Board of Trade, if you want to review your arrangements, appoint an agent, look for a licensee or seek a partner. The Embassy and its contacts will help to provide the answer for you. And ask the Committee for Export to Latin America, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121) for a copy of 'Joint Ventures in Latin America' – a most valuable compendium.

Credit

Credit is also an important feature in selling to Argentina. But British banks and the Export Credits Guarantee Department (Head Office), 59 Gresham Street, London. E.C.2 (Tel. 01-606 6699) together allow British manufacturers to offer terms as good as, or better than, any competitor. Make sure your customers know this: too often they recall the days when British credit offers lagged behind her competitors'.

The opportunities, therefore, of exporting to Argentina are immense. So far the United Kingdom exporter has taken little advantage of them. The time is now right for a renewed effort. If the Germans and others can do it, so can British firms.

Chancellor speaks of Britain's balance of payments achievements

'CONSIDERABLE ACHIEVEMENTS, most of all on the central balance of payments front' were described by Mr. Roy Jenkins, Chancellor of the Exchequer, speaking in Chicago on January 7. The Chancellor, who was addressing the British-American Chamber of Commerce and the Chicago Committee of the Council for Foreign Relations, described the economic events during the two years of his office, from the sterling devaluation of November 1967 to the gold crisis of March 1968, to the crisis associated with the Bonn Conference of 1968, to the French devaluation of August 1969, to the second D-mark crisis of September 1969.

'Certainly the outlook in these first days of January 1970 is better than at the beginning of any year for a considerable time past' said the Chancellor.

'There is confidence, since the French and German adjustments, in the parities of all the main currencies. Gold, so far from being a focus of speculative danger for currencies as in early 1968, has itself needed a bit of propping up. And the successful launching of the SDR scheme, now accepted by everyone, including those who were at first suspicious, is a considerable addition to international liquidity. It also contributes to the brief history of men's ability to shape the international monetary system as a useful tool rather than being subordinated to it, as to the whims of a dangerous and unpredictable monster.

'So the omens are good. But the system has been in deep trouble sufficiently recently for it to be rash for any man – and particularly a finance minister – to say that he could see no possibility of further upsets.

'Should difficulties reappear, the correct approach for all countries is, I believe, to foster still further the remarkable international monetary co-operation we have seen recently. Confidence should be greater because the problems of 1969 were surmounted far more successfully than anyone believed likely when last year began. Second, it remains essential that the larger countries – both surplus and deficit countries – should pay high regard to the effects upon others of the economic policies they pursue and to the world consequences of their actions.'

The Chancellor said that Britain had been absolutely right to give overwhelming priority in the past two years to putting the balance of payments right. 'We must now make sure that the improvements will stick,' he said.

Mr. Jenkins outlined the three main lines of attack on the balance of payments problem: fiscal; the use of monetary policy; and policies in the industrial field, including those aimed at preventing an inflationary growth of prices and incomes.

'This combination has undoubtedly produced a significant and necessary shift in the balance of the British economy,' he said. 'The middle quarters of 1969, compared with the same quarters of 1967, show public consumption steady, private consumption up at only half the rate of increase in GDP and exports up by four times that rate.

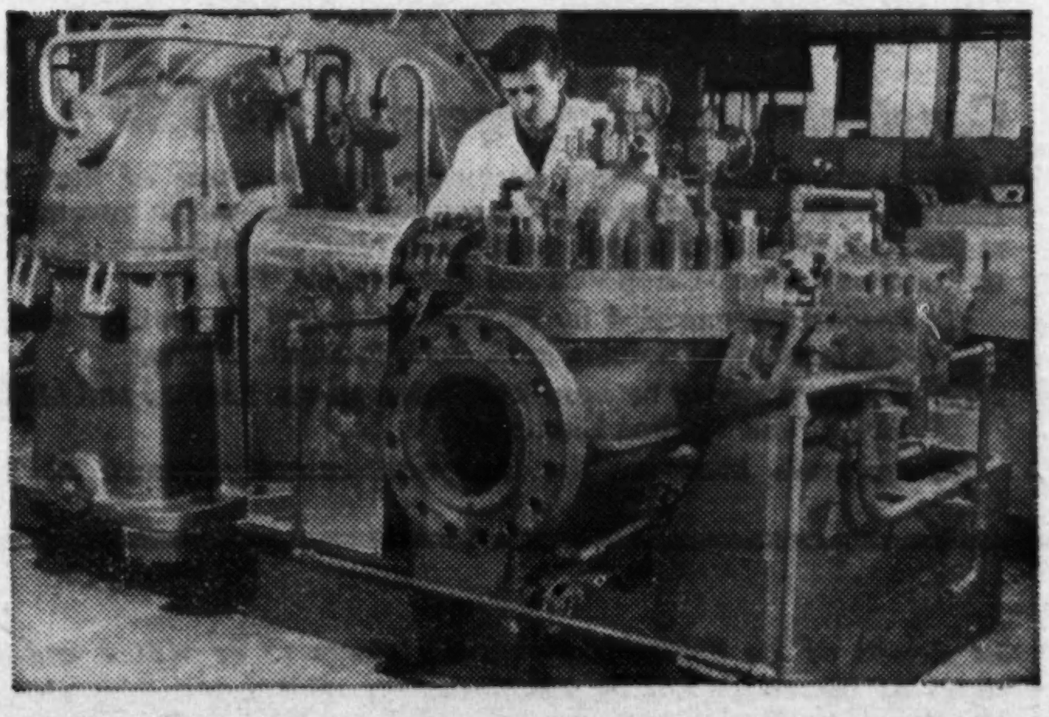
'The result has been a striking turn-round in our balance of payments. In the second half of 1967, we were running a current account deficit at an annual rate of over $1.2 billion: in the third quarter of 1969 this had turned into a surplus on current account of over $1.3 billion at an annual rate, and the balance of payments as a whole was in overall surplus in the middle two quarters of last year, a rate approaching $1.5 billion. More recent trade figures show that the surplus is being maintained. We have entered a period of strength in our balance of payments such as we have not had for very many years past.

'I am determined to hold to this strong position. We have fought too hard and too long for this hitherto elusive result now to be prepared to let it slip away again.

'As an economic minister appearing before a largely economic audience, I have naturally spoken almost exclusively of economic topics. It is, however, important, particularly for those of us most directly involved, to realize that economic management, vital though it is as a tool, is not an end in itself. The end is to give people a more tolerable and worthwhile life, and that involves not merely material standards but a sense of purpose and involvement as well. Even within the concept of the standard of living in its broadest sense, however, we face a certain paradox, and a growing paradox.

'The standard of living is not purely a statistical matter. It involves amenity as well as purchasing power. And this poses a special problem for economic managers. Policies designed to maximize growth and therefore wealth may so affect the conditions of life, both environmental and psychological, as to make the wealth much less worthwhile when you have got it. Yet no one could look at the conditions of grinding poverty which persist in so much of the world and despise the wealth-making processes. They can be the key to a lot of happiness, or at least to the removal of a lot of misery. But they are not the one and only key, and they have dangers of their own. There are a lot of problems in the world which cannot be solved by successful economic management alone. But without such management it is difficult to get even within striking distance of solving the problems. In Britain we believe that we now have a better basis for tackling these problems than for a considerable time past.'

Mr. Roy Mason, President of the Board of Trade, about to leave Heathrow on January 7 for a tour of the Far East as part of his export promotion programme. He is visiting Thailand, the Philippines, Singapore and Malaysia, and will meet government ministers as well as local and British businessmen.



The Penistone, Yorkshire, based Pump Division of David Brown Gear Industries Ltd., is currently despatching sixteen large pumps for a 14 in diameter crude oil pipe-line in Patagonia. The order, worth £90,000, is from the Argentinian State Oil Company, Yacimentos Petroliferos Fiscales and includes speed reducing gear units made at David Brown Gear Industries' plant at Huddersfield. Each pump is designed to handle 3,520 gallons of oil per minute.

ECGD backing for export contracts

Paper and board mill for Algeria

THE EXPORT CREDITS Guarantee Department has signed a Financial Guarantee covering the supply of paper-making machinery and erection of a paper and board mill to be built at El Harrach, Algeria. The contract, valued at £7.4 million, is between Parsons & Whittemore Lyddon Ltd., of Croydon and La Societe Nationale des Industries de la Cellulose (SONIC). The plant is expected to be commissioned in December 1971, and will produce daily 140 tons of paper and board.

The loan of £6.069 million, is being made available by Hill Samuel and Co. Ltd., acting on behalf of a syndicate of British banks, and is repayable over a period of 12¼ years from date of contract.

This is the second Financial Agreement guaranteed by ECGD in respect of construction contracts recently gained by British companies in Algeria. The first Financial Guarantee covered the loan, arranged by Lazard Brothers & Co. Ltd., to finance the contract for the construction of a Tissue Mill at Souk-Ahras which was awarded to a consortium of United Kingdom companies comprising the English Electric Co. Ltd., James Bertram & Sons Ltd. and John Mowlem & Co. Ltd.

Bulk carrier for Panama

THE EXPORT CREDITS Guarantee Department signed two Financial Guarantees on January 7 covering the financing of two 34,400 tons deadweight dry bulk carriers worth a total of £4.125 million for Panama.

One vessel, valued at £2.005 million, will be owned by Ancla Maritima SA, Panama, and is scheduled for delivery at the end of October. The other vessel, valued at £2.120 million, will be owned by Egatina Naviera SA, Panama, and is scheduled for delivery in September 1971. Both vessels are on order with the Doxford and Sunderland Shipbuilding and Engineering Co. Ltd. of Sunderland.

The loans, of £1.604 million and £1.696 million respectively are being made available by National Westminster Bank Ltd. and are repayable over a period of 10 years from the scheduled date of delivery of the vessels.

Industrial property study fellowships

THE COUNCIL of Europe is to award Fellowships of not more than one year's duration to nationals of member states wishing to undertake research work of European interest in their own or other countries, or to further their studies or training by studies of an international character. Such research or further studies must be in the field of industrial property and could be of a legal, technical or economic character.

Applicants must have already completed higher studies or had experience in industrial property matters.

The value of a Fellowship will be determined by the Secretariat General of the Council and travelling expenses will be paid.

Holders of a Fellowship will be required to write a thesis of 20,000 to 60,000 words concerning their research within three months of the expiry of the Fellowship or to give satisfactory evidence that they have completed their further studies.

Telephone inquiries may be made to Mr. H. W. Savage (Tel. 01-405 8721, Ext. 142).

Copies of the Regulations and application forms can be obtained from Room 107, the Patent Office, 25 Southampton Buildings, London, W.C.2, to which address completed application forms should be returned by March 1, 1970.

Dr. Fred Wrigley, deputy chairman of The Wellcome Foundation Ltd. chats informally with Chief A. O. Ransome-Kuti, President of the Pharmaceutical Society of Nigeria, after presenting the Society with a President's Chain of Office on behalf of the Wellcome Foundation. Dr. Wrigley's visit to Nigeria also included a call on His Highness, Oba Oyekan II, traditional king of Lagos, who is a pharmacist. The visit coincided with the launch in Nigeria of Septrin, the Wellcome Foundation's new chemotherapeutic antibacterial agent already established in the United Kingdom, and at present being introduced into a number of countries.

Menswear export success

LAST YEAR was the big breakthrough as far as manufacturers and exporters of quality menswear were concerned. This was stated by Mr. Myron Ackerman, chairman of the British Menswear Guild, in London on January 5.

'Export orders have been extremely satisfactory and we estimate that they are up between 15 per cent and 20 per cent in 1969. Most of the members of the guild are expanding their production facilities as rapidly as possible in order to meet the present world-wide demand,' he said.

Consideration of mergers by the DEP

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has announced that on the information at present before her it is not intended to refer the following proposed transactions to the Monopolies and Mergers Act, 1965.

(1) Proposed acquisition by Pacific Holding Corporation (USA), of a substantial holding in E. & H. P. Smith Limited.

(2) Proposed merger between Ralli International Limited and Millars Timber and Trading Limited.

(3) Proposals involving the numerical control interests of The

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VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Mr. J. Hodkinson, managing director of Wickman Machine Tools (Overseas) Ltd., explaining the capabilities of a large automatic lathe to Chang Tsien-Hua (centre), the new Commercial Counsellor of the London Embassy of the People's Republic of China. The visit was made as part of a tour being undertaken by commercial staff of the Embassy to acquaint themselves with engineering products available from the United Kingdom. Accompanied by four of his colleagues, the Commercial Counsellor inspected the machine tools manufactured by companies of the Wickman group. Over 50 per cent of the machine tools produced by Wickman are exported.

Plessey Company Limited, Airmec Limited and Ferranti Limited.

(4) Proposed acquisition by Coats Patons Limited of John Heathcoat and Company Limited.

(5) Proposed acquisition by Joseph Lucas (Industries) Limited of H. M. Hobson Limited.

Variation of reference to the Monopolies Commission on asbestos and products

THE SECRETARY of State in exercise of her powers under section 6 (4) of the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948, as having effect by virtue of the Transfer of Functions (Monopolies, Mergers and Restrictive Trade Practices) Order 1969, hereby varies the Reference made to the Monopolies Commission on August 18, 1969, concerning the supply within the United Kingdom of asbestos fibres and asbestos products as therein defined, as follows:

The Reference shall have effect as if:

(i) in the third paragraph after the words 'in what manner and to what extent' there were added the words 'and on the things which are done by the parties concerned as a result of, or for the purpose of preserving, those conditions'; and

(ii) in the fourth paragraph, for the words 'and any things which may be done by the parties concerned as a result of, or for the purpose of preserving, those conditions' there were substituted the words 'or all or any of the things done as aforesaid.'

Dated this 19th day of December, 1969

An Assistant Under-Secretary of State of the Department of Employment and Productivity.

This variation is of an essentially technical character and does not widen the scope of the investigation as specified in the original reference.

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a* 161*-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre,* 1 *Victoria Street, London, S.W.*1 *(Tel.* 01-222 7877, *Ext.* 2479/2480).

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and, stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by January 28.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	Carbon tetrachloride	As in previous column	July 2, 1970	13352
29.31	2 - Methyl - 2 - (methyl - thio) propionaldehyde *O* - (methylcarbamoyl) oxime	Temik	December 31, 1970	13361

Note: Amendment of definition. Interested parties will wish to note that an application has been received to amend the temporary exemption definition of Magnesite, dead-burned (25.19) to the following:

25.19 Magnesite, dead-burned, containing (a) not less than 90 per cent by weight of magnesium compounds expressed as MgO, (b) a total of not more than 1·0 per cent by weight of aluminium compounds and iron compounds expressed as Al_2O_3 and Fe_2O_3, (c) a total of not less than 2·5 per cent by weight and not more than 8·5 per cent by weight of calcium compounds and silicon compounds expressed as CaO and SiO_2, and in which the weight of calcium compounds expressed as CaO is not less than 1·5 times the weight of silicon compounds expressed as SiO_2.

Representations for or against the application should be made to the Board of Trade as indicated above.

Proposal to end import duty drawback for certain cigarette boxes and cases

THE BOARD OF TRADE are proposing to end the import duty drawback schemes for:

A. Cigarette and tobacco boxes of iron or steel or both; and

B. Cigarette cases of iron or steel or both, on which duty paid was not more than 4s. per dozen.

Any interested party wishing to support or oppose this proposal should do so in writing to the Board of Trade, Tariff Division (D), 2, Central Buildings, Matthew Parker Street, London, S.W.1, not later than February 4, 1970.

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Proposed amendments to Schedules 1 and 3 of the Weights and Measures Act 1963

THE UNITS of measurement which may lawfully be used in transactions are set out in Schedule 1 to the Weights and Measures Act 1963 and the individual weights and measures which are lawful for use for trade are set out in Schedule 3. To assist metrication the Board of Trade are consulting interested organizations about a proposal to make an Order to amend Schedules 1 and 3. Comments are required by February 28, 1970. The Board propose to amend Schedule 1 in one respect. At present it defines the metric ton as equal to 1,000 kilogrammes, but this unit is usually described in the International System as a 'tonne.' It is proposed to add the 'tonne' or 'metric tonne' as a new unit (equal to 1,000 Kg.). Since, however, there is some limited use of the metric ton in the United Kingdom it is proposed to allow a transitional period during which 'metric ton,' 'metric tonne' or 'tonne' may be used and to delete the 'metric ton' two years after the alternatives are introduced. The Board also propose to add to Schedule 3 the following metric weights and measures:

Linear measures	0·5	metre
	1·5	metres
	5	metres
	30	metres
	50	metres
Weights	25	kilogrammes
	15	grammes
	150	milligrammes

Any organization which has not been consulted by the Board may obtain full information about the proposals from the Controller, Standard Weights and Measures Department, Board of Trade, 26 Chapter Street, London, S.W.1.

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place during December in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Additions

Anthony Sumption & Co. Limited, 52 Mark Lane, London, E.C.3.
Broadview Securities Limited, 70 Old Broad Street, London, E.C.2.
Continental Bankers Agents Limited, 82 Lombard Street, London, E.C.3.

Change of Name and Address

The name of Finance for Trade Limited has been changed to Ufitec Trust Company Limited and the company's address is now 108 Cannon Street, London, E.C.4.

Changes of Address

The address of Austin Securities Limited is now 26-28 Bedford Row, London, W.C.1.
The address of Cedar Holdings Limited is now 60 Pall Mall, London, S.W.1.
The address of Gladys May Smith, trading as Wm. Smith & Co., is now 65 Middlewich Road, Sandbach, Cheshire.

Exempted Dealers

Addition

Gerald Quin, Cope & Co.
Paul John Hoffmann and Victor Ralph Harrod

Change of Name and Address

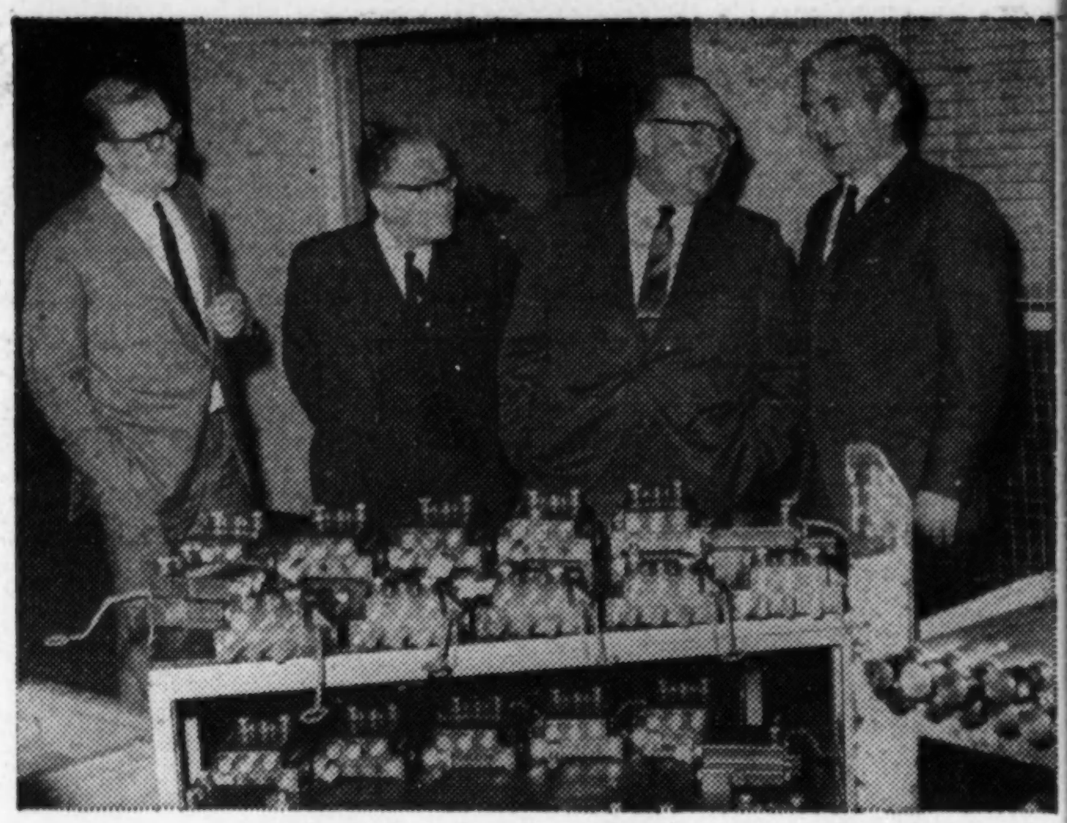
The name of Martins Bank Trust Company Limited has been changed to Barclays Bank Trust Company Limited and the company's address is now 54 Lombard Street, London, E.C.3.

Changes of Name

The name of National Provincial & Rothschild (International) Limited has been changed to Rothschild Intercontinental Bank Limited
The name of Rodo International Limited has been changed to Bankers Trust International Limited

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given on pages i-viii of this issue.



Mr. Ausmaus Marburger (third from left), managing director of Clayson, Belgium (a wholly owned subsidiary of the Clayson Organization in New Holland, United States), agricultural machinery manufacturers, recently visited the factory of Cessna Products in Glenrothes. He is seen here with (left to right): Mr. Murray Matt, managing director of Cessna Products; Brigadier R. S. Doyle, general manager, Glenrothes Development Corporation; and Mr. D. V. Spittle, Cessna's general sales manager.

Authorized Unit Trust Schemes

THE FOLLOWING AMENDMENTS have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1969 Particulars of Dealers in Securities and of Unit Trusts.

Additions:

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Cavalier Securities Limited, 1 Broad Street Place, London, E.C.2	Cavalier Accumulator Fund	The Royal Bank of Scotland Limited PO Box 51, St. Andrew Square, Edinburgh 2
Bishopsgate Progressive Unit Trust Management Company Limited, 9 Bishopsgate, London E.C.2	Bishopsgate Progressive Trust	The Royal Bank of Canada Trust Corporation Limited, Brewers Hall, Aldermanbury Square, London, E.C.2

Changes

The name of the One-Twenty Cheapside Unit Trust has been changed to Schroder Special Exempt Fund.

The address of the Castle Britannia Group Limited has been changed to 2 Copthall Avenue, Copthall Buildings, London, E.C.2.

The name of Surinvest General Growth Fund has been changed to Surinvest Growth Fund.

The name of Professional and General Investment Fund has been changed to Target Professional Fund and the name of Professional and General Fund Managers Limited has been changed to Target Professional Fund Managers Limited.

New premises in Northern Ireland for industrial tape stockist

MODERN TOOL CO. LTD., a major Northern Ireland distributor for Scotch industrial tapes, recently opened new premises in Lisburn with an exhibition of machine tools and industrial supplies.

MR. Morley Smith, vice-chairman of Modern Tool Co. Ltd., introduced Mr. Brian Faulkner, Northern Ireland Minister of Development, who formally declared the exhibition open. Mr. Faulkner outlined the government's policy of attracting light and medium engineering to Ulster, which in turn created the need for an efficient and forward looking industry. He said that with the new premises conveniently situated, well outside Belfast, the company should be in an advantageous position to serve the new development areas of Ballymena, Antrim and Craigavon.

Courtaulds to expand at Spennymoor

COURTAULDS LTD., are expanding their £2 million 'Courtelle' worsted spinning mill at Green Lane, Spennymoor. The company is buying a further 59 acres of industrial land on the Green Lane Industrial site, which has been developed in partnership by Durham County Council and Spennymoor Urban District Council.

When it was announced in December 1967, the company's present 130,000 sq. ft. plant was greeted as being among the first results in the North East of increased government incentives for firms to create new employment in the development areas. The mill now employs 700 men and the 70,000 sq. ft. extension now being constructed is expected to increase employment to 1,200 when full production is reached. The extension will involve a total cost of £5 million and will more than double the output of Courtelle yarn from 200,000 lb. to 450,000 lb. per week.

BSI publications for exporters

Gas equipment

FOUR BOOKLETS have been published by the British Standards Institution for manufacturers exporting gas equipment to the Federal Republic of Germany, France, Norway or Finland. The booklets are the latest in the series of Technical Digests prepared by the THE (Technical Help to Exporters) Section of BSI.

The new Digests are No. 2002, issue 1: 'Gas Equipment to the Federal Republic of Germany,' No. 2005, issue 1, 'Gas Equipment to France,' No. 2008, issue 1: 'Gas Equipment to Norway,' and No. 2009, issue 1: 'Gas Equipment to Finland.'

Single copies of the Digests are 10s. each and, for a subscription of £2, all Technical Digests published in the gas equipment category during one year will be supplied. Inquiries about Technical Digests, or any other technical problems experienced by United Kingdom exporting manufacturers should be directed to the British Standards Institution, THE Section, Marylands Avenue, Hemel Hempstead, Herts.

Cranes

THREE publications from the British Standards Institution are intended for United Kingdom manufacturers exporting cranes. They are the latest additions to the series of Technical Digests prepared by the THE (Technical Help to Exporters) Section of BSI. The new Digests are: No. 1501, issue 1, 'Cranes to the Federal Republic of Germany,' No. 1502, issue 1, 'Cranes to the Netherlands' and No. 1505, issue 1, 'Cranes to Sweden.'

The Digests indicate the statutory technical acceptance requirements in the contries covered and describe the procedure necessary for approvals. Schedules state the codes of practice, specifications and approval necessary for each type of crane. Applicability of international Standards is dealt with. Appendices give a list of the relevant organizations and their scope in the countries concerned.

Single copies of these Digests are 10s. each and for a subscription of £10 per annum, all Technical Digests published in the cranes category will be supplied.

Inquiries about Technical Digests or other technical aspects of exporting should be directed to the British Standards Institution, THE Section, Maylands Avenue, Hemel Hempstead, Herts.

New export publication

THE INTERNATIONAL Export Association are publishing a new fortnightly export trade newspaper called *Export News*. It will be, to begin with, an eight page newspaper with second colour on every page, projecting the various products of the 5,000 United Kingdom members of the Association. 45,000 copies of the first edition will be airmailed overseas, thereafter overseas circulation will be 26,000 copies per edition. The new Journal will be issued free of charge.

Southern Africa seminar

TRADE OPPORTUNITIES in South Africa, Angola and Mozambique are to be discussed at a seminar for Midlands industrialists to be held in Birmingham on February 24. Independent Trade Missions Ltd., the organizers, say that to the British businessmen Southern Africa offers rich opportunities, among them an English-speaking market of almost 20 million people whose imports have been rising by more than 9 per cent a year and who still buy a quarter of their requirements from the United Kingdom. The seminar is being organized in association with the Economist Intelligence Unit, The British National Export Council, Southern Africa and the United Kingdom South Africa Trade Association. Speakers will include representatives of government, industry and commerce with a wide experience of trade in Southern Africa and delegates will be able to take part in group discussions examining the potential in industrial plant and equipment, consumer durables and construction projects, materials and equipment.

For details apply to Independent Trade Missions Ltd., 25 Queen Anne's Gate, London, S.W.1 (Tel. 01-930 9267).

Patents endorsed 'Licences of Right'

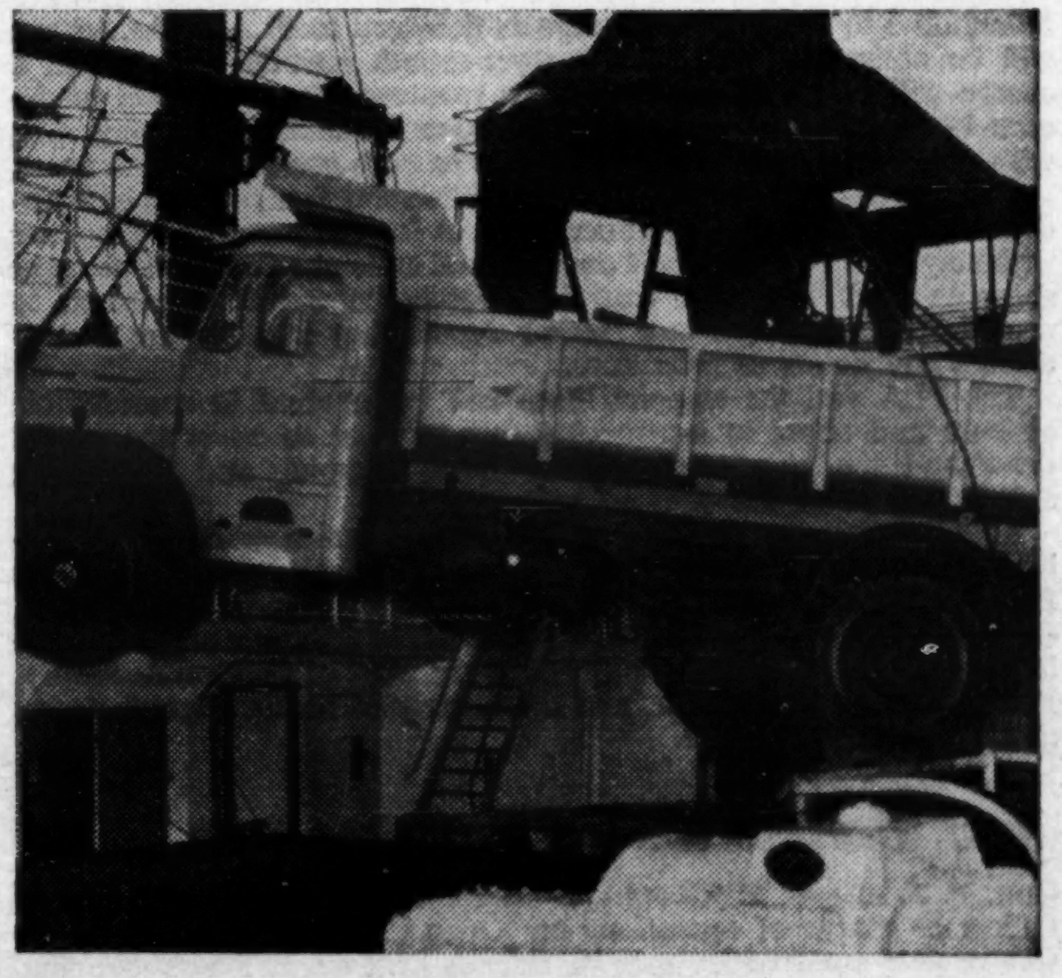
UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the date specified:

Number	Grantee	Subject-Matter
	December 12, 1969	
798,092	F. C. Robinson & Partners Limited and Frederick Chetham Robinson	Improvements in on-off recorders.
915,609	Agfa Aktiengesellschaft	Photographic enlarger.
999,458	Regie Nationale des Usines Renault	Articulation for the bonnet of an automobile vehicle.
1,000,749	Standard Telephones & Cables Ltd.	Time division multiplex pulse communication system.
1,005,884	Gilbert Associates Inc.	Improvements in steam-electric generating plants.
1,008,553	Gilbert Associates Inc.	Improvements in steam-electric generating units.
1,017,385	Institut de Recherches de la Siderurgie Fracaise	Method of rolling heavy and medium-gauge sheets.
1,030,457	Jacob Hendrikus Mosterd	An apparatus for causing articles separately transported by gripping means to be deposited in a row one after another.
1,037,685	Standard Telephones & Cables Ltd.	High speed electronic switching telephone system.

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller.

The Patents Office.



One of five Leyland Super Beaver tipper trucks, each weighing over 8½ tons, being loaded at Victoria Dock, Birkenhead, on board the cargo liner 'Pyrrhus' of Blue Funnel Line, a member of The Ocean Steam Ship group. The trucks, part of an order for 40 tipper trucks and other construction equipment to a total value of over £500,000 for the Provincial Government of Kyung Sang Nam-Do, Republic of Korea will be used in road construction.

Aviation and Shipping

Port of Tyne becomes a customs port

THE COMMISSIONERS of Customs and Excise, by the Appointment of the Port of Tyne Order 1970 (Statutory Instrument 1970 No. 2) made under Section 13 of the Customs and Excise Act 1952, have appointed the Port of Tyne as a customs port. The limits of the newly-appointed port replace those areas formerly appointed as the customs ports of Newcastle, North Shields and South Shields. These three Appointments are revoked by the Order as from January 15, the date when the appointment of the Port of Tyne takes effect.

New shipping note will speed up exports

THE National Economic Development Office have announced that a new and important move is being made within the general campaign to minimize hold-ups to exports resulting from delays and omissions in export documentation. It is considered essential to improve and standardize documentation if goods from Britain's 25,000 exporters are to pass without delay to their overseas customers.

For a number of years all concerned have felt increasing anxiety at the delays which can occur in the issue of bills of lading. Following discussions in the United Kingdom Committee for the Simplification of International Trade Procedures (SITPRO), of which Lord Thorneycroft is chairman, the Port of London Authority and the major shipowning interests using the port have jointly investigated the causes of these delays, and have concluded that much of the trouble in documentation is caused by the lack of uniform and adequate information accompanying goods arriving at the docks for shipment.

In order to deal with this problem a new London shipping note has been prepared, the main new feature of which is that it is a six part set of 'no carbon required' paper. Like the present PLA note, which it will replace, the new note is aligned to the format published by the Board of Trade Joint Liaison Committee on Documentation (JLCD). It will be issued free of charge to shippers.

This new shipping note will be introduced on April 1, and will be required to accompany all exports delivered to PLA docks. Its use will be obligatory and, after a three-month introductory period, a charge will be raised to cover costs involved where cargo is inadequately documented. Failure to produce a standard shipping note with cargo must entail the risk of delay to both goods and documents.

Full details of this scheme will be published nearer the date of introduction, but this advance notice is given for the benefit of exporters who may need to adjust their own internal systems to cater for the new shipping note. The PLA and the shipping lines will be pleased to provide exporters with any further details they may require and to discuss any points of procedure.

The PLA and the shipping lines will be involved in considerable expense and effort in introducing this measure to assist the export drive and the co-operation of shippers, shipping and forwarding agents, and carriers is essential to its success.

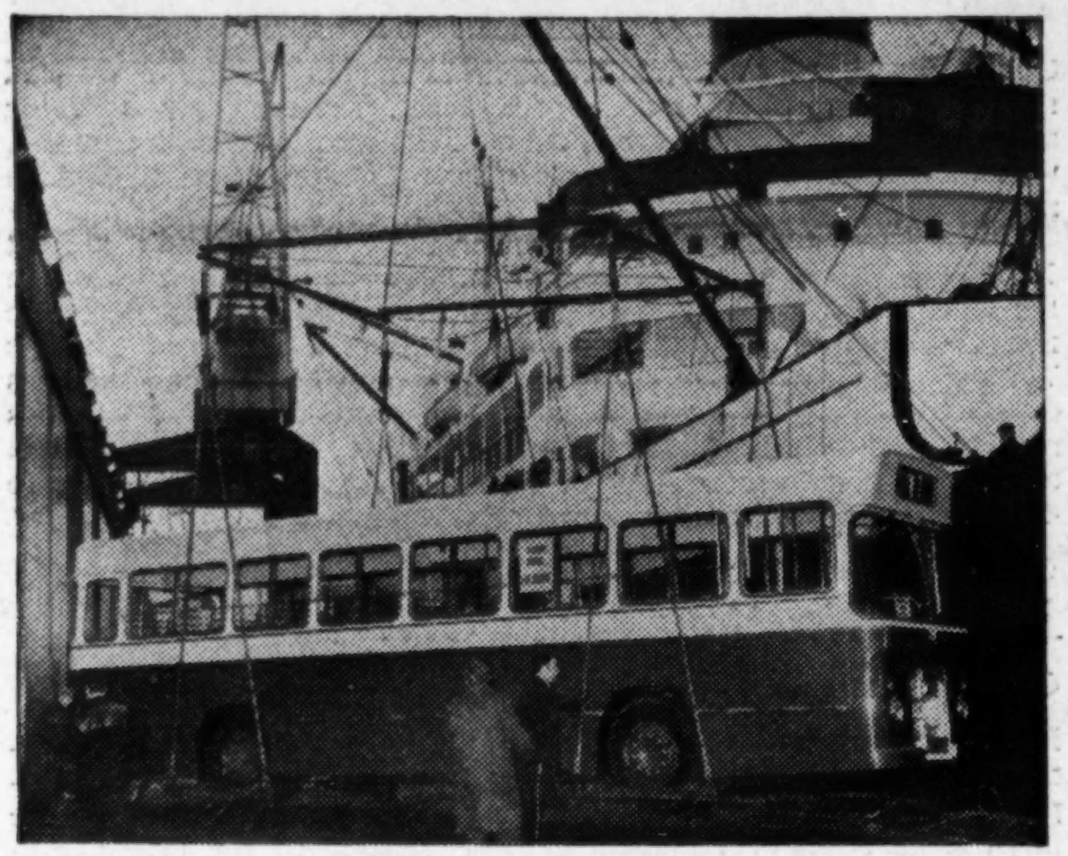
SITPRO includes representatives of: Association of British Chambers of Commerce, British Export Houses Association, British Railways Board, British Shippers' Council, Chamber of Shipping of the UK, Confederation of British Industry, Institute of Shipping and Forwarding Agents, National Freight Corporation, Port of London Authority, Road Haulage Association, and the Society of Motor Manufacturers and Traders.

New 'Orsino' controller takes over

CDR. C. P. ADAMS, RN(Retd.), is taking over as Weather Advisory Officer in charge of operations on 'Orsino,' the support ship of the trawler fleet north of Iceland. He relieves Lt.-Cdr. T. Russell-Walling, RN(Retd.) who went up to Iceland with 'Orsino' when she sailed from Hull on November 26.

New address of BOT Marine Division

BRANCH 2(C) of the Board of Trade's Marine Division have moved from Surrey House, London, S.E.1 to Guest, Keen & Nettlefold House, 22 Kingsway, London, W.C.2 (Tel. 01-242 6828).



The Blue Funnel liner 'Anchises' is carrying eleven Seddon buses to Hong Kong for the Kowloon Motor Bus Company. The buses, 32 ft. 10 in. in length and weighing six tons, were loaded at Blue Funnel's export berths at Vittoria Dock, Birkenhead. They form part of a total order for 100 buses being produced by Seddons for Hong Kong.

Formal inquiry into ship collision

THE PUBLIC FORMAL investigation into the circumstances of the collision on June 24, 1969, in the Crosby Channel of the approaches to Liverpool between the British hopper dredger 'Cressington' and the German motor vessel 'Hannes Knuppel' will open on April 27, at 10.30 a.m., at Burton's Chambers, Church Alley, Liverpool.

Inverness gain fire station efficiency trophy

MR. GORONWY ROBERTS, Minister of State, Board of Trade, visited Inverness (Dalcross) Airport on January 6 to present the Aerodrome Fire Service Station Efficiency Trophy to the Airport's Fire and Rescue Service.

The trophy was provided by the two British Air Corporations in 1951. The annual competition which covers all aspects of fire fighting including fire fighting techniques, rescue work and knowledge of aircraft has contributed greatly to the efficiency of fire services at aerodromes throughout the United Kingdom.

Inverness first won the trophy in 1958. They were successful again in 1964 and 1966. The 1969 finalists were Inverness, Wick, Belfast and Cranfield.

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offrs to industry a wide range of publications. These include the* Officiel Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD, or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

New Books

The drive to increase British exports to Australia and New Zealand has led to many trade missions to these countries. The reports of such missions have been reviewed in various issues of the *Board of Trade Journal*. **Report on the Market for Agricultural Machinery and Equipment in Australia,** by B. P. Pothecary. (38 pages. British National Export Council, 6-14 Dean Farrar Street, London SW1. £5) is the latest and most detailed trade mission report. It illustrates the importance of Australia as a market for agricultural machinery and equipment and highlights the areas where British effort could be intensified with advantage. Attention is drawn to a number of basic factors which prospective exporters should take into account, and actual marketing conditions which are likely to be encountered are described briefly. Sources of marketing information are listed; analyses of farm machinery on rural agricultural holdings and the area of crops by States and Territories are also given.

Financial Times Yearbook; Business Information, edited by Margot Naylor. (379 pages. Longman. £3.) Mrs. Naylor, a well-known financial journalist, has compiled the first edition of a new reference book which is intended to provide a guide to the conditions under which business is conducted in the leading industrial countries of the world. For each of 25 countries a section of from 2 to 10 pages provides concise information (largely or solely in the form of statistics) on environmental factors, such as the political system, taxation and labour relations, on national income and trade, and the country's financial structure. A separate section of 33 tables enables direct comparisons to be made between these countries in relation to economic and social phenomena that range from population density to the direct tax burden of salary earners. There is a special chapter on the history and characteristics of international economic blocs, as well as a 20-page English-French-German vocabulary of business terms. The first hundred pages is devoted to a much more detailed exposition of the same sort of information for the United Kingdom.

The Proposal for a European Company, by Dennis Thompson. *Chatham House/PEP European Series No.* 13. (73 pages. Research Publications. 11 Nelson Road, London SE10. 7s. 6d.; by post 8s. 3d.) One of the problems facing the European Community is to make it possible for companies within the Community to operate on a Community-wide basis. Only thus can they take full advantage of the larger internal market, and fully enjoy the advantages and economics of large scale operation. At present company growth is frustrated by the company laws and fiscal provisions of each country. A company may not expand across its national frontiers into the other countries of the Community without forming a series of subsidiary companies; it is virtually impossible for a company to move its seat from one country to another; and it is impracticable for a company to form a merger with another company from a different member state. There are two possible approaches to rectifying this situation. One is the progressive harmonization of company and tax law; the other is the creation of a single company law, on a supranational basis, for a European company under the control of the European Court. Such 'European companies' would operate side by side with companies formed under the laws of individual member states. Dennis Thompson, a barrister and a writer on European legal problems, briefly outlines the development of companies within the Six and the differences between the company law of the individual countries. He then turns his attention to the provisions in the Treaty of Rome affecting companies and studies the extent of the harmonization of company law and of company taxation which has already been achieved by the Six. The final section of his paper is an analysis of the detailed provisions of the draft statute for a European company prepared for the European Commission by Professor Pieter Sanders of Rotterdam University, and completed in December 1966. This draft statute was referred for consideration to the Committee of Permanent Representatives in Brussels. It is true that the work of this Committee has been halted for some time because of disagreements between member states; but it could be resumed at any time. Equally, the legal framework for a European company could be established in a wider forum than that provided by the European Community. The importance of all this for British business is clear, and was underlined by Mr. Anthony Crosland in a speech made when he was President of the Board of Trade, reported in the *Board of Trade Journal* for July 9, 1969 (page 81). Mr. Thompson's concise analysis of the current situation is consequently extremely timely.

Essays on Interest Rates, edited by Jack M. Guttentag and Phillip Cagan. Vol. 1. (282 pages. Published by the National Bureau of Economic Research. Distributed by Columbia University Press. £4 10s.) Each of the six essays in this volume confronts a wide range of problems regarding the role of interest rates in the United States; together they form a comprehensive study of the field as a whole. They focus on interrelationships between interest rates on specific capital market instruments – residential and nonresidential mortgages, corporate, municipal and federal government bonds – and other economic variables. While the essays diverge greatly in approach and method, they all have the common objective of illuminating the effects of financial variables on economic activity, the channels through which the monetary policy influences the economy, and the efficiency of financial markets.

Banks are the only institutions required by law to change to decimal working on D Day itself, Monday, February 15, 1971. The implications of this for banking practice and the general effect of decimalization on banking are described in **Banking.** Decimal Currency Board. (27 pages. Available from HMSO at 1s.; by post 1s. 4d.) Intended primarily for businessmen, it will nevertheless be of interest to everyone with a bank account. It gives helpful information on how decimalization will effect the Trustee Savings Bank, the National Savings Bank and the National Giro; all these institutions and the British Banker's Association, which represents the interests of the commercial banks, have co-operated in the preparation of this booklet. It explains that in order to enable the banks to clear all transactions in the pipeline, post accounts up to date, balance their books, convert to decimals, stock their tills with decimal coins and convert their machines, the banks will have to be closed for ordinary business on the Thursday and Friday (and of course Saturday) preceding D Day, Monday, February 15, 1971. On the opening of business on D Day they will then be ready to operate solely in decimal currency. *Banking* stresses that the complexity and volume of banking business would make it quite impracticable for banks to operate in two currencies simultaneously and that, therefore, all transactions before the closed period must be expressed in £ s. d. and all transactions from D Day in £ p. Detailed information is given on all banker/customer procedures and transactions in the new currency, as well as on the problems which will arise in making these transactions.

Food Aid and Britain, by Hal Mettrick. (124 pages. Overseas Development Institute, 160 Piccadilly, London W1V OJS. 30s.) That a lifetime of undernourishment and malnutrition is the lot of a large proportion of the world's population, while other countries have undisposable surpluses of foodstuffs is well known; and the provision of food aid from surplus stocks would appear to be a natural humanitarian reaction to this. Yet the value of food aid to developing countries has not gone unquestioned. This study sets out, first of all, to examine two questions. First, what is the nature of the 'food problem' of the developing countries? Secondly, what are the trends of surplus production in developed countries? It goes on to analyse the significance of the answers for food aid policies and asks whether food aid is essential, what contribution it can make to economic development, and whether it is an efficient method of transferring resources from rich to poorer countries. Throughout, particular attention is paid to the British interest in this subject.

A Continuing Programme of Basic Data on Building Materials Consumption in the United Kingdom. (11 pages. Available free from Building Statistical Services, 14 Great College Street, London SW1.) This leaflet is an introduction to the contents of a series of housing surveys issued by the Building Statistical Services since 1966. The first report published in this series was *Survey of Houses and Flats Completed in England and Wales in 1964*, which was published in 1966. Three further reports covering the years 1966, 1967 and 1968 have since been issued. The organization also publishes special reports such as *Survey of New Industrial Buildings Completed in Great Britain in 1965, Survey of New Industrial Buildings Completed in 1967*, and *Survey of Maintenance and Improvements, England and Wales, 1968*. A standard survey report costs £40. The leaflet describes in detail the services provided by this organization. It also gives fully illustrated descriptions of the methods of compilation and presentation of the data included in the surveys. The main uses of the information contained in the reports are briefly described and a full list of tables contained in them is given in an appendix.

Marine Insurance, by E. R. Hardy Ivamy. (640 pages. Butterworths. £7 15s.) This is the third volume in the Butterworths Insurance Series, the first of which, *General Principles of Insurance Law*, was published in 1966 and the second, *Fire and Motor Insurance* in 1968. This volume is entirely devoted to the law of marine insurance. Considerable reference to this subject was made in the first volume in order to show how it fitted into insurance law as a whole, but in the present volume a much more detailed analysis is attempted. Nevertheless, it must be emphasized that although this volume purports to carry out a broad survey of marine insurance, the reader should still refer to the first volume on certain matters, e.g. the premium and the employment of agents, etc. *Marine Insurance* is divided into seven parts which deal with the following subjects: the making of the contract, the policy, loss and abandonment, the measure of indemnity, the rights of the insurer on payment, reinsurance, and mutual insurance.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
January 21	Miscellaneous stores	TA & VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-554-2447.)

Generators; Coventry Climax Godiva trailer-mounted fire pump (petrol-driven); aircraft instruments, tyres and fuel pumps; hydraulic and trolley jacks; blacksmiths' forge (hand blower); vehicles spares; engineering, wireless and electronic equipment; tinned steel sheets, various sizes; roller and ball bearings; wood and steel pallets; scrap batteries; telephone line poles (wooden with metal fittings); electronic valves; cameras and photographic equipment; binoculars and telescopes; sisal and manila rope; wooden filing cabinets, cupboards and racks; tables; wooden and metal boxes; chairs; ankle and DMS boots; shoes; BD trousers and blouses; raincoats; cotton and woollen trunks; woollen drawers; seamen's white jerseys and seaboot stockings; windproof smocks and trousers; kilts; webbing packs and haversacks; kitbags; scrap rubber, canvas, webbing, rope, leather, metals, mixed rags, etc.; cutlery; machine tools including 7 in. SS and SC centre lathe; Winn screwing machine; dynamic balancing machine; AEI flat butt welding machine; 12 in. stroke shape machine; gauge and tool cylindrical grinder; hand operated sandstone, 24 in.; honing machine; portable electric drills; electric, motors, etc.

January 27-29	Miscellaneous stores	The Lido Hall, Worthy Lane, Winchester	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)

Plant and equipment; aircraft spares; electrical spares for turbo and diesel generators; 22 kW generating sets (engine-driven); 6-ton motorized smooth drum roller; concrete mixers; metal and wooden boxes; MT and wireless batteries; MT spares; electrical equipment; seamen's blue serge jumpers and trousers; woollen and cotton trunks; black leather shoes; ankle boots; blue gabardine raincoats; white overalls; overcoat; machine tools including SS and SC lathes; horizontal and universal millers; planing, grinding and buffing, boring and honing machines; woodworking machines; power hacksaw; internal cylinder and thread grinding machines, etc.; wooden and metal filing cabinets and cupboards; miscellaneous textiles and other general stores.

February 4	Vehicles, miscellaneous stores	Auctioneers' Premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292.)

Land Rovers; Austin Gipsys; Fordson service vans; Bedford coaches; Mack truck with Atkinson gritter body; fork lift trucks; Allen scythe type grass cutter (petrol-driven); teleprinter; used tyres; vehicle spares; radiac equipment; miscellaneous hand tools; electrical spares; seamen's blue serge jumpers, trousers and overcoats; blankets; carpets; rugs; curtains and valances; woollen rags; scrap leather; old tentage; kitbags; greatcoats; furniture; cutlery, etc.

February 10-11	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 08692 2073.)

Austin Gipsies 4 x 4; Land Rovers; Austin and Thames Vans and other vehicles; garage cranes, jacks and pulley blocks; centrifugal pumps; paint sprayers; pavement breakers; radiac equipment; Clarkat tractor; Petbow welding set; battery chargers; electrical equipment; machine tools including pedestal drilling machines; shaping machines; 4 in. centre lathe 24 in. bed; valve refacer; Murex welding sets, etc.; large quantities of miscellaneous clothing; household and office furniture; kitchenware and cutlery, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

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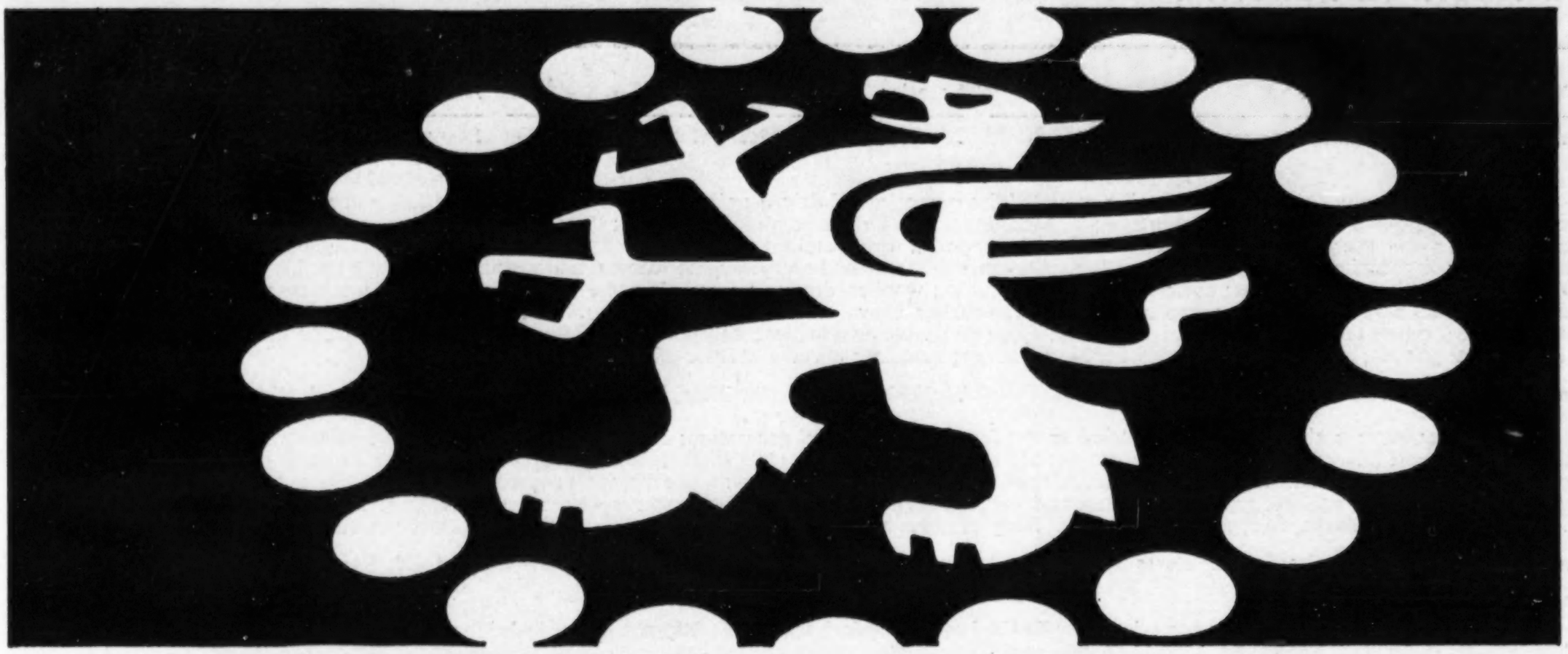

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	–39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	–47	75	95
1967															
3rd quarter	112	114	129	127	111	102	134	122	120	142	146	–33	–25	–10	–21
4th quarter	112	116	129	129	112	104	132	120	118	139	147	76	–30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	147	–74	–100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	144	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	40
1969															
1st quarter	115	122	140	138	111	102	131	121	128	137	136	117	120	–11	13
2nd quarter	115	124	139	141	112	104	133	134	135	128	129	52	32	– 8	– 3
3rd quarter	117	123	141	143	113	103	137	139 p	140p			–19	–38 p	–17 p	– 1
1969															
June		124				104									
July		124				102									
August		123				105									
September		122				103									
October		121 p				103									
November						104									

	Orders		Prices and Costs				Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
			Index†	% Increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†	Basic hourly wage rates (all industries and services)	Mid-month or monthly average		Quarter or quarterly average	at current prices	
Base of index	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series
£m. in base year	at 1963 prices	at 1958 prices						Series in thousands			4,983	4,211	in £ million
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	361	221	24,566	114	105	–381
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	309	265	24,785	115	112	– 50
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	*2·5*	108·4	108·2	175·3	515	175	24,476	129	119	–283
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	543	189	24,319	159	147	–265
1969								538	200				
1967													
3rd quarter	112	105	119·0	*1·7*	107·1	108·4	177·3	555	163	24,502	125	120	18
4th quarter	108	114	120·4	*2·1*	114·5	109·2	179·7	538	182	24,395	137	109	–255
1968													
1st quarter	107	117	122·1	*3·0*	122·9	111·4	184·8	511	184	24,362	156	142	– 91
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	550	180	24,313	155	139	–101
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	107	129	127·2	*5·6*	120·4	113·1	191·0	533	210	24,309	163	155	– 66
1969													
1st quarter	111	133	129·7	*6·2*	122·3	114·1	194·6	499	206	24,324	162	154	26
2nd quarter	119	131	131·8	*5·4*	124·2	115·1	195·4	527	195		168	162	65
3rd quarter	114 p	131 p	132·0	*5·0*	126·1	116·5	197·4	581	192		167	173	141
4th quarter								545	207				
1969													
June	119	131	132·1	*5·3*	124·9	115·4	195·7	543	191		173	170	
July	114 p	132 p	132·1	*5·3*	124·8	116·0	196·6	577	186		170	163	
August	114 p	132 p	131·8	*4·9*	127·0	116·4	197·1	585	192		165	180	
September	114 p	131 p	132·2	*5·1*	126·4	117·0	198·5	580	199		166	176	
October	114 p	129 p	133·2	*5·4*	125·9 p	117·3 p	198·7	555	202		169	176	
November			133·5	*5·4*	127·2 p	117·4 p	199·1	536	206		167	177	
December								545	214				

† Not seasonally adjusted.

Retail sales in November

THE SEASONALLY adjusted index of the volume of retail sales was 104 in November compared with 103 in October and 103 on average in the third quarter of 1969, but the significance of the rise of one point cannot yet be assessed. The monthly index numbers are, as has been noted on several occasions recently, liable to move erratically and in consequence, month to month changes do not always indicate changes in the underlying trend of sales. The figures for November relate to a period ending considerably nearer to Christmas than in 1968 and would therefore have normally included a greater amount of the extra pre-Christmas shopping.*

Because the effect on the November figures is believed to be marked an allowance has been made in the seasonal adjustment for this month but it is necessarily subject to some uncertainty.

The value of retail sales compared with 1968

The total value of sales in November 1969 was 5 per cent higher than a year earlier, the same increase as had been recorded in October. This increase, however, may well over-estimate the underlying increase in sales, for the reasons given above.

Prices are estimated to have risen by about 5 per cent between November 1968 and November 1969; in real terms, therefore, there was not much change in the volume of sales between these two months.

Food shops

Both independent and multiple grocers showed an increase in turnover of 6 per cent in November, whereas Co-operative grocery and bakery departments recorded an increase of only 2 per cent – all increases very much in line with those of the previous month. The total value of the turnover of off-licences in November 1969 was the same as it had been in November 1968, a month when sales were very high because of pre-emptive buying before the rise in duty could affect prices.

Clothing and footwear shops

The delayed arrival of winter weather in November had a marked effect on the sales of footwear shops, which showed an increase of 20 per cent on November 1968 – a month which had itself recorded high sales. There is a suggestion of a rather different seasonal pattern here, resulting from the popularity of women's boots. The sales of both men's wear and women's wear, etc., shops showed increases of 5 per cent on a year earlier, suggesting little change in the volume of sales measured at constant prices compared with November 1968.

Durable goods shops

Sales of durable goods shops increased by 4 per cent between November 1968 and November 1969, largely due to increased cash sales: there was no increase in the value of instalment credit sales in these shops over this period.

The sales by furniture shops were the same in November 1968 as in November 1969 – continuing the dull trade which has been a feature of this kind of business for the last five months. Radio and electrical goods shops, however, recorded an increase of 5 per cent, much the same increase as had been recorded in October. Multiple radio and television rental specialists showed an increase of 9 per cent on a rather less bouyant November 1968 figure, compared with 5 per cent in October 1969 and 7 per cent in the third quarter.

*Note: This aspect was referred to in a Technical Note on the July figures.

A Decimalization Centre, was opened on January 1, at the main Gross Cash Registers Ltd., showrooms at 62-64 Baker Street, London, W.1. In addition to a display of the comprehensive range of Gross decimal-ready machines (including the electric Ambassador, which can be switched from £sd to true £p working by the user, without tools and in seconds), the Centre includes a lecture room with cinema facilities, a decimal minishop for practical training and, of course, a wide range of literature and training aids to cover all aspects of decimalization as it affects the retail trades.

Department stores

The turnover of department stores increased by 6 per cent between November 1968 and November 1969, an increase rather larger than had been recorded in recent months. Sales of footwear, radio and electrical goods, and pharmacy and toilet goods were well up on last year.

Mail-order businesses

Mail-order businesses recorded an increase of 8 per cent in their turnover in November compared with a year earlier, an increase which was in line with the corresponding increase for the previous three months.

Miscellaneous non-food shops

There was a 7 per cent increase in the turnover of confectioners and tobacconists in November, the same increase as in October but very much higher than in the previous three quarters. In most other kinds of business in the miscellaneous non-food shops group trade was rather dull in November.

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Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 1st quarter	105	101	108	105	119	106
2nd quarter	102	101	103	102	101	103
3rd quarter	103	102	104	104	105	103
4th quarter	104	104	104	105	106	104
1969 1st quarter	102	103	101	103	102	100
2nd quarter	104	103	104	105	103	103
3rd quarter	103	103	103	105	103	102
1969 June-Aug.	103	103	103	105	103	102
Sept.Nov.	103	103	103	104	106	103
Percentage increase	—	—	—	- 1	*2*	—
1969 April	104	103	103	105	102	103
May	103	103	104	106	103	103
June*	104	103	104	105	105	103
July*	102	102	101	104	99	101
August	105	105	105	106	107	103
September*	103	103	103	104	105	102
October	103	103	103	102	105	103
November	104	103	104	106	107	103

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 1st quarter	109	106	111	107	121	110
2nd quarter	107	106	108	105	106	109
3rd quarter	109	109	110	108	111	111
4th quarter	112	111	111	109	113	112
1969 1st quarter	112	114	110	108	110	112
2nd quarter	114	115	114	113	112	115
3rd quarter	115	116	114	113	112	115
1969 June-Aug.	115	115	114	113	112	115
Sept.-Nov.	116	117	115	113	116	117
Percentage increase	*1*	*1*	*1*	—	*3*	*1*
1969 April	114	114	113	112	110	114
May	114	115	114	114	112	115
June*	115	115	114	113	114	116
July*	113	114	112	111	108	113
August	116	117	116	115	116	116
September*	115	116	114	112	114	116
October	116	117	115	111	116	117
November	117	117	117	116	118	117

All the series in Tables 1 and 2 are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) See general notes following Table 4.

(†) Including department stores and mail order businesses.

Table 3. Value of retail sales (not seasonally adjusted) – analysis by form of organization

November – Index numbers of values of sales per week (current prices) and *percentage increase on a year earlier* (*a*).

Figures for earlier periods appeared in the *Board of Trade Journal* of February 7, 1969 and August 6, 1969.

1966 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	124	*5*	114	*4*	136	*7*	112	*2*
FOOD SHOPS	118	5	111	5	136	5	109	2
Grocers	122	*5* (j)	112	6	142	6	111	*2* (j)
Butchers	115	*5*	..		..		..	
Greengrocers, fruiterers	90	*2*	90	*3*	98	—	70	*-11*
Fishmongers, poulterers	102	—	..		..		..	
Bread and flour confectioners	120	*5* (g)	118	*4*	121	*5*	..	
Off-licences	136	—	124	*-5*	145	*3*	..	
Dairymen	120	*6*	..		..		112	*5*
NON-FOOD SHOPS	129	*6*	..		..		..	
Clothing and footwear shops	128	*7*	118	*5*	139	*10*	122	*4*
Footwear shops	147	*20*	143	*20*	149	*21*	135	*13*
Men's and boys' wear shops	119	*5*	112	*7*	125	*3*	119	*6*
Women's, girls' and infants' wear, drapery and general clothing shops	127	*5*	115	*2*	141	*8*	120	*1*
Large (c)	—		123	*1*	—		—	
Medium (c)	—		121	*4*	—		—	
Small (c)	—		110	*1*	—		—	
Durable goods shops	131	*4*	122	*2*	145	*7*	122	*2*
Furniture shops	118	—	116	*-1*	126	*7*	—	
Large (c)	—		115	*-2*	—		—	
Medium and small (c)	—		117	*-1*	—		—	
Other durable goods shops	142	*7*	130	*5*	152	*8*	—	
Electricity showrooms	178	*11*	—		178	*11*	—	
Gas showrooms	141	*6*	—		141	*6*	—	
Radio and television rental specialists	..		..		144	*9*	—	
Radio and electrical goods shops (including radio and cycle shops and perambulator shops) (e)	136	*5*	—		—		—	
Miscellaneous non-food shops (b)	120	*5*	..		..		..	
Confectioners, tobacconists, newsagents	117	*7*	116	*6*	123	*10*	—	
Booksellers, stationers	..		147	*8*	..		—	
Chemists, photographic goods dealers (d)	112	*2*	100	*1*	127	*3*	107	*2*
Jewellers	117	*-1*	115	*-2*	128	*2*	—	
Leather goods, sports goods, toys and fancy goods shops	119	*4*	..		..		—	
Ironmongers and hardware shops	116	*2*	116	*3*	119	*-1*	—	
Other miscellaneous non-food shops	—		105	—	—		—	
Department stores	138	*6*	—		—		—	
Mail order businesses	176	*8*	—		—		—	

(a) See general notes following table 4.

(Continued on next page)

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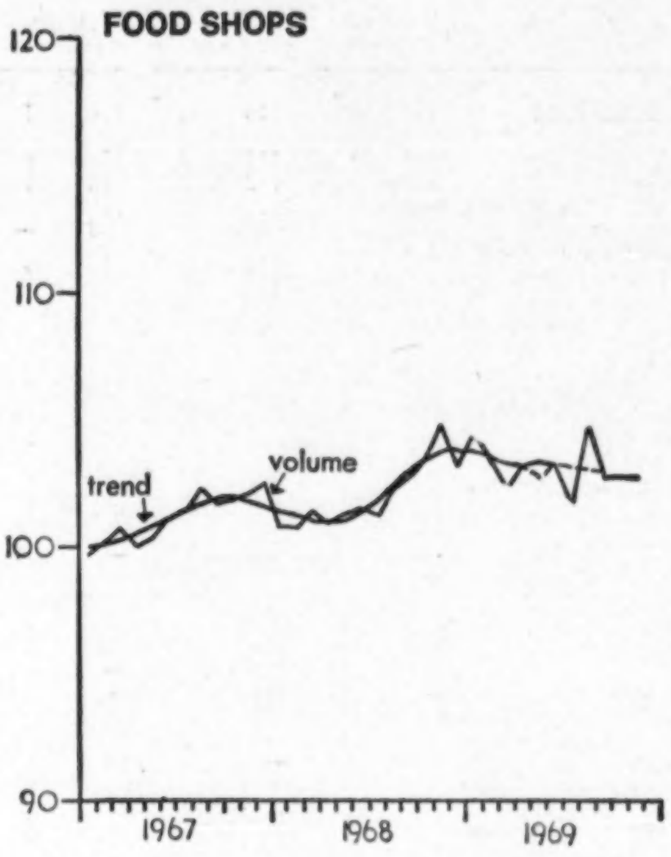
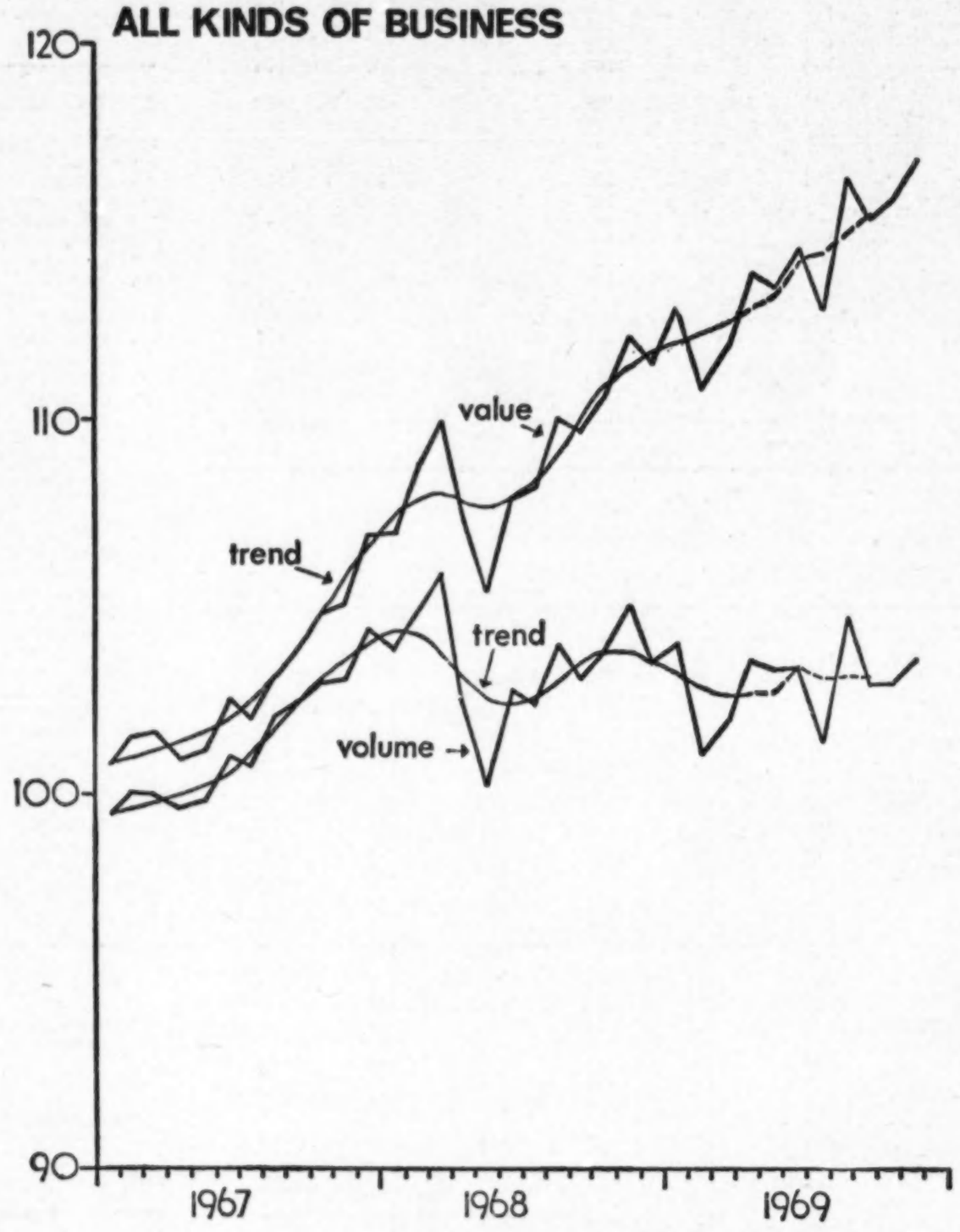
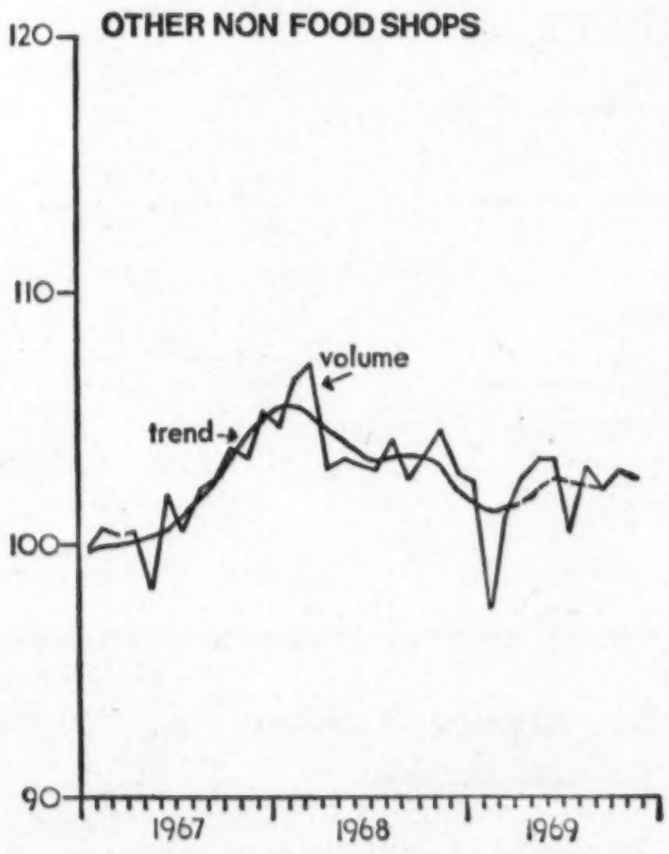
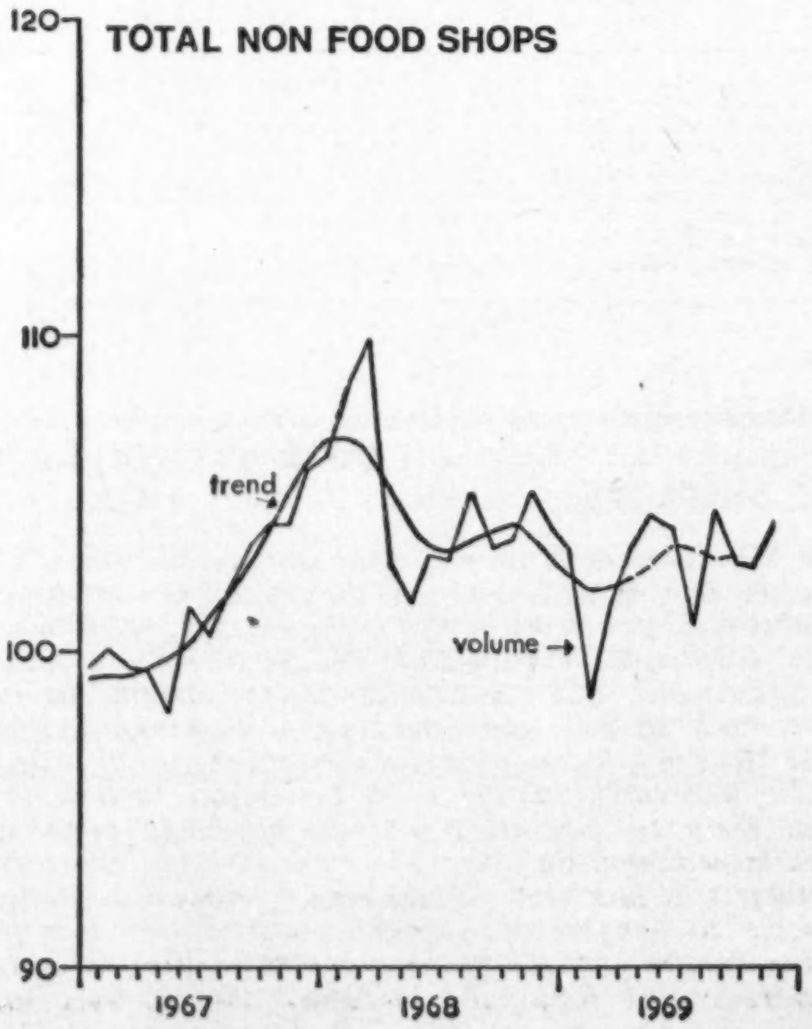
RETAIL SALES, *continued*

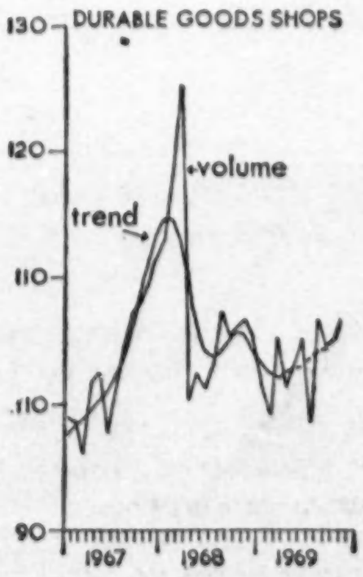
1966=100











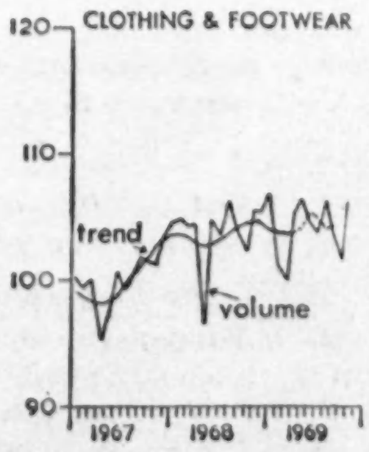


Table 4. Index numbers of sales per week (not seasonally adjusted) *and percentage increase on a year earlier* (a)

(i) Analysis by broad groups: value and volume.

1966 = 100

Sales in 1966 – provisional estimates (£ million)	All kinds of business (£11,372)				Food shops (£4,952)				Non-food shops											
									Total (£6,420)				Clothing and footwear shops (£1,727)		Durable goods shops (£1,176)		Miscellaneous non-food shops (b) (£2,542)		Department stores (£544)		Mail order businesses (£431)	
	Value		Volume§		Value		Volume§		Value		Volume§											
1967	103	3	101	1	103	3	101	1	103	3	102	2	102	2	104	4	103	3	104	4	106	6
1968	109	6	104	2	108	5	102	1	110	7	105	3	107	6	113	9	110	7	112	8	115	8
1967 4th quarter	120	5	118	4	111	4	108	2	127	6	125	6	129	4	125	12	123	5	135	8	140	8
1968 1st quarter	101	7	98	5	103	4	99	1	99	10	97	9	89	6	116	24	97	7	100	14	102	10
2nd quarter	104	6	99	2	106	4	100	1	103	7	98	3	104	6	99	5	104	9	99	7	109	8
3rd quarter	106	6	100	1	105	5	100	—	106	7	100	2	102	6	108	6	109	8	107	8	95	5
4th quarter	126	5	118	—	117	6	110	2	133	5	125	—	135	5	128	2	130	5	141	5	151	8
1969 1st quarter	104	3	95	- 3	111	8	101	2	98	- 1	90	- 7	90	1	106	- 9	99	3	99	- 1	102	- 1
2nd quarter	111	6	100	1	114	8	102	2	108	5	99	1	110	6	104	6	108	4	108	10	114	5
3rd quarter	111	5	100	—	113	7	101	1	109	3	99	- 1	107	4	109	2	112	3	109	2	102	7
1969 September*	110	5	99	—	111	6	99	—	109	4	98	—	106	4	110	3	111	4	109	5	112	8
October	116	5	104	- 1	114	6	102	- 1	117	4	105	- 1	110	4	124	3	112	5	121	4	154	8
November	124	5	111	—	118	5	105	- 2	129	6	116	—	128	7	131	4	120	5	138	6	176	8
1969 Jan.-Nov.		5		—		7		1		3		- 2		4		—		4		4		5

(ii) Analysis by kind of business: value only

Sales in 1966 – provisional estimates (£ million)	Food shops										Clothing and footwear shops					
	Grocers (f) (£2,919)		Butchers (£724)		Greengrocers, fruiterers (£312)		Fishmongers, poulterers (£82)		Bread and flour confectioners (g) (£254)		Off-licences (£217)		Dairymen (£444)		Footwear shops (£268)		Men's and boys' wear shops (£362)		Women's wear shops (£1,097)	
1967	103	3	101	1	101	1	99	- 1	104	4	106	6	104	4	102	2	100	—	102	2
1968	109	6	105	4	99	- 2	99	—	111	6	116	10	109	5	106	4	106	5	108	6
1967 4th quarter	111	4	110	3	93	—	103	—	110	6	157	5	108	5	125	5	121	2	132	4
1968 1st quarter	104	4	106	3	93	- 3	99	- 1	105	5	97	11	108	6	84	3	93	6	89	6
2nd quarter	107	5	101	3	107	- 3	100	1	111	8	92	6	107	2	106	4	102	5	104	7
3rd quarter	107	6	100	5	102	—	95	1	111	7	100	9	109	5	103	3	102	5	102	6
4th quarter	119	7	114	4	93	—	103	—	116	5	175	12	113	5	132	5	125	4	138	5
1969 1st quarter	114	9	112	6	96	3	101	2	111	6	105	8	113	5	83	- 1	93	—	91	2
2nd quarter	116	9	107	5	115	7	104	4	116	4	107	16	112	5	112	6	107	6	111	7
3rd quarter	115	8	105	5	107	5	98	3	116	4	114	15	113	4	107	5	104	2	107	5
1969 September	113	6	108	6	95	4	98	5	116	5	115	15	116	7	110	4	97	—	107	6
October	117	6	112	5	89	2	103	2	118	5	121	14	118	6	115	3	97	3	113	4
November	122	5	115	5	90	2	102	—	120	5	136	—	120	6	147	20	119	5	127	5
1969 Jan.-Nov.		8		5		5		3		5		12		5		5		3		5

Sales in 1966 – provisional estimates (£ million)	Durable goods shops										Miscellaneous non-food shops											
	Furniture shops (£486)		Electricity showrooms (£65)		Gas showrooms (£92)		Radio and television rental specialists† (£109)		Radio and electrical goods, etc. shops (e) (£333)		Confectioners tobacconists, newsagents (£1,030)		Booksellers, stationers‡ (£79)		Chemists, photographic goods dealers (d) (£350)		Jewellers (£116)		Leather goods, sports goods, toys and fancy goods shops (£123)		Ironmongers and hardware shops (£298)		Other miscellaneous non-food shops (h) (£100)	
1967	100	—	116	16	108	8	109	9	108	8	103	3	105	5	103	3	104	4	102	2	102	2	103	3
1968	106	6	140	21	116	7	121	11	118	9	108	6	112	8	111	8	117	12	110	7	109	6	108	5
1967 4th quarter	118	9	143	24	124	13	115	16	140	17	114	4	137	4	123	5	158	11	151	5	116	5	113	6
1968 1st quarter	106	19	154	56	128	31	127	15	122	27	100	3	105	8	95	9	102	28	76	6	101	7	104	6
2nd quarter	99	6	110	6	101	3	109	6	96	6	106	8	93	6	104	8	92	11	90	9	107	9	113	8
3rd quarter	101	3	137	18	112	1	119	11	111	6	111	8	105	10	113	7	106	9	111	8	106	5	100	4
4th quarter	118	—	159	12	121	- 2	127	11	143	2	117	3	147	7	131	6	168	6	162	8	121	5	115	1
1969 1st quarter	94	-11	140	- 9	102	-20	139	10	110	-10	103	3	114	9	98	4	95	- 7	78	2	99	- 2	99	- 4
2nd quarter	102	3	130	18	111	10	124	14	99	3	107	1	101	8	110	6	97	6	93	3	110	[illegible]	119	5
3rd quarter	100	- 1	156	14	111	- 1	127	7	113	2	113	2	114	8	118	4	105	- 1	114	2	110	4	102	3
1969 September*	97	—	167	15	116	- 6	129	10	115	4	111	2	118	11	107	1	104	- 1	114	1	111	6	105	5
October	115	1	174	3	126	- 2	133	5	131	5	112	7	126	12	106	2	106	1	107	9	115	5	110	8
November	118	—	178	11	141	6	144	9	136	5	117	7	147	8	112	2	117	-1	119	4	116	2	105	—
1969 Jan.-Nov.		-3		6		-4		10		-1		3		9		4		-1		4		2		2

§Average 1966 prices. ‡Independent retailers only. †Multiple retailers only.

General notes:

(a) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by November 1969 sales was the four weeks from November 2, 1969 to November 29, 1969, the corresponding period in 1968 was from October 27, 1968 to November 23, 1968. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(b) Includes figures of variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and peramubulator shops, but not multiple rental specialists.

(f) Includes bakery departments of co-operative societies.

(g) Excluding the bakery department of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general secondhand dealers and certain other miscellaneous non-food shops.

Hire purchase and other instalment credit business in November

IN THE THREE months ended November, credit extended by finance houses and the instalment credit sales of durable goods shops, after allowing for seasonal influences, were 8 per cent and 1 per cent respectively higher than the average level in the preceding three monthly period. With new credit advanced exceeding repayments in three months ended November, there was, after seasonal adjustment, a rise of £6 million in the total debt; this rise followed a decline of £5 million in the preceding three monthly period.

Finance houses

Credit extended by finance houses in November, compared with a year earlier, was 10 per cent less, a decrease somewhat greater than the 6 per cent fall compared with 1968 recorded in the third quarter of 1969. There were decreases in credit advanced in most categories of finance house business; credit extended on new cars fell by 28 per cent, but for used cars the decrease was only 7 per cent. By contrast, there were increases compared with 1968 in credit advanced for commercial vehicles (3 per cent) and industrial plant and equipment (2 per cent).

Durable goods shops and department stores

The value of the credit sales of durable goods shops in the month was the same as in November 1968, a comparison which contrasts with the decreases compared with the same period in 1968 on average, of 6 per cent, recorded in the preceding four months. The value of the sales of furniture shops fell by 5 per cent compared with a year earlier, a fall not very different from the average level of decreases recorded in recent months, as compared with 1968. By contrast, the value of the sales of other durable goods shops which include gas and electricity showrooms, rose by 5 per cent, compared with November 1968, a rise which succeeded continuous decreases on a year earlier recorded during the past four months; in November 1968 sales were reduced by the initial impact of the tighter terms control introduced at the beginning of the month.

Other instalment credit retailers

The instalment credit sales of general mail order houses, which account for the greater part of the credit business of this group of retailers, were 8 per cent higher than a year earlier, an increase which maintained the growth rate recorded in the three preceding months. The instalment credit sales of the non-durable goods departments of co-operative societies were 12 per cent higher than in the corresponding period last year, the highest increase on a year earlier, ever recorded in a single month, by this group of shops.

The instalment credit debt outstanding to this group of retailers rose by £13 million in the month, largely due to seasonal factors.

Note:

The late ending of the standard period for November which results from the introduction of a five week period in July 1969 (see article in *Board of Trade Journal* on September 17, 1969) is not thought to have had much effect on the instalment credit sales of retailers covered by these statistics. (The change in the standard period applies to retailers' sales but not to finance houses.)

(*Continued on page* 96)

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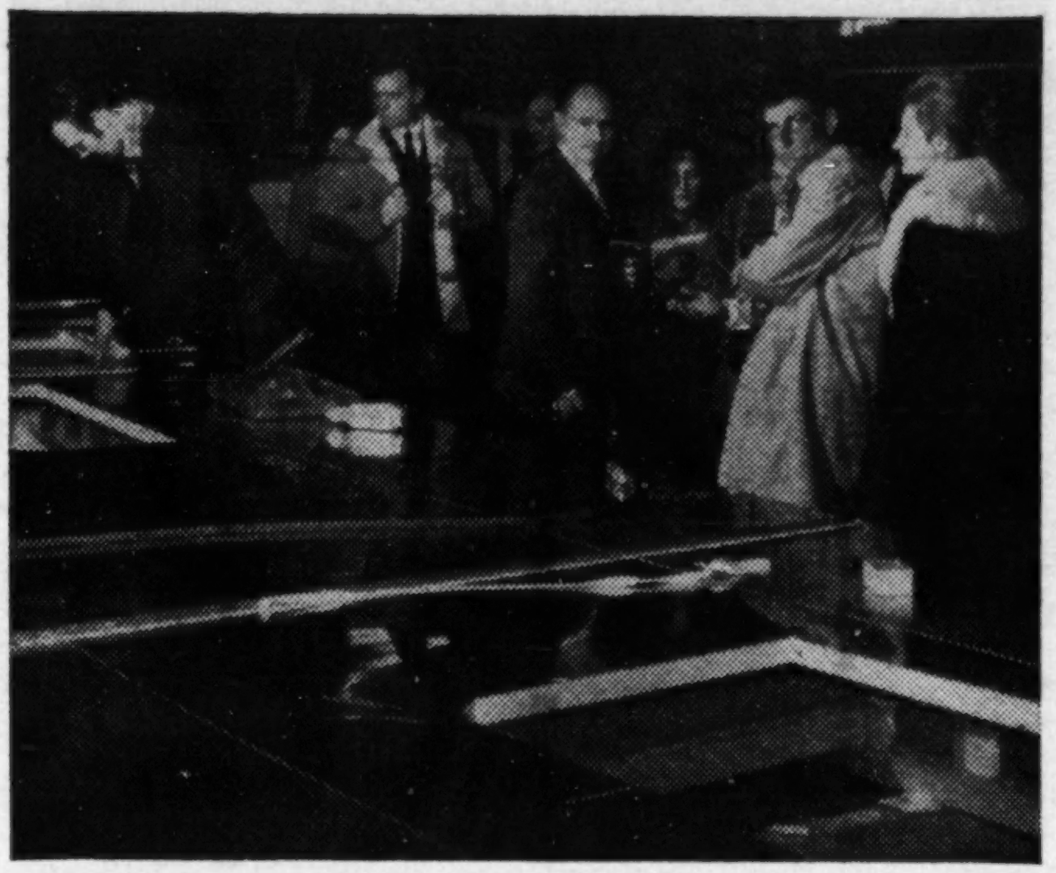
BELGIAN VISITORS TO BRITISH CARAVAN FIRM



Watching Holiday Home side panels being jig assembled at the Bluebird factory are members of a party of 15 Belgians led by Laurie Price, Bluebird's Belgium importer. The party, which comprised a number of Bluebird agents and their wives, were invited to Poole in December for a two-day sales and service conference.

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HIRE PURCHASE, *continued*

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted

	Increase in debt outstanding to finance houses, durable goods shops and department stores £ million	Finance Houses		Durable Goods Shops	
		New instalment credit extended per calendar month (Index 1966 = 100)	Increase in debt £ million	*Instalment credit sales per week (Index 1961 = 100)*	Increase in debt £ million
1966	-137	*100*	-84	*93*	-51
1967	- 46	*113*	-15	*94*	-30
1968	31	*115*	26	*102*	2
1966 1st quarter	- 4	*120*	3	*104*	- 5
2nd quarter	- 17	*114*	- 5	*95*	-11
3rd quarter	- 49	*88*	-33	*88*	-15
4th quarter	- 67	*78*	-49	*83*	-20
1967 1st quarter	- 56	*87*	-41	*87*	-12
2nd quarter	- 39	*98*	-27	*88*	-11
3rd quarter	13	*129*	21	*96*	- 8
4th quarter	36	*137*	32	*105*	1
1968 1st quarter	28	*129*	24	*120*	4
2nd quarter	- 22	*101*	-18	*92*	- 3
3rd quarter	8	*113*	9	*99*	—
4th quarter	17	*119*	11	*98*	1
1969 1st quarter	- 17	*103*	- 9	*93*	- 5
2nd quarter	- 16	*99*	-17	*93*	2
3rd quarter	- 1	*106*	1	*94*	- 2
1969 June	- 1	*96*	—	*96*	- 1
July	- 4	*104*	- 2	*91*	- 3
August	—	*104*	- 1	*98*	2
September	3	*109*	4	*93*	- 1
October	—	*115*	—	*96*	—
November	3	*104*	2	*98*	—
3 months ended August 1969	- 5	*101*	- 3	*95*	- 2
3 months ended November 1969	6	*109*	6	*96*	- 1
Percentage increase		*8*		*1*	

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted — £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Shops(†)	By Finance Houses		
1966	904	235	669	1,041	-137
1967	981	235	746	1,027	- 46
1968	1,027	258	769	996	31
1966 1st quarter	270	69	201	274	- 4
2nd quarter	251	61	190	268	- 17
3rd quarter	202	55	147	251	- 49
4th quarter	181	50	131	248	- 67
1967 1st quarter	198	53	145	254	- 56
2nd quarter	215	53	162	254	- 39
3rd quarter	274	61	213	261	13
4th quarter	294	68	226	258	36
1968 1st quarter	292	77	215	264	28
2nd quarter	227	59	168	249	- 22
3rd quarter	251	64	187	243	8
4th quarter	257	58	199	240	17
1969 1st quarter	227	56	171	244	- 17
2nd quarter	224	57	167	240	- 16
3rd quarter	235	58	177	236	- 1

(†) Durable goods shops and department stores; not including other instalment credit retailers.

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OVERSEAS CABLES

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Table 3. Hire purchase and other credit instalments outstanding

£ million, end period

Owed directly to		Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237	238	241	
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27	27	28	
Finance Houses	1966	881	884	885	894	905	909	915	898	873	849	827	797
	1967	782	770	758	754	750	754	765	771	774	784	795	782
	1968	784	793	807	809	815	816	820	825	823	823	823	808
	1969	800	798	801	804	804	810	809	811	808	804	800	
Total	1966	1,239	1,238	1,230	1,234	1,242	1,238	1,241	1,217	1,186	1,157	1,134	1,104
	1967	1,083	1,063	1,044	1,035	1,027	1,026	1,035	1,037	1,038	1,049	1,064	1,058
	1968	1,059	1,068	1,052	1,082	1,088	1,084	1,086	1,090	1,089	1,093	1,099	1,089
	1969	1,076	1,071	1,069	1,070	1 073	1,076	1,074	1,076	1,072	1,069	1,069	
Other instalment credit retailers†	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189	195	208	
GRAND TOTAL	1966	1,419	1,412	1,402	1,405	1,415	1,409	1,408	1,380	1,351	1,327	1,314	1,302
	1967	1,271	1,247	1,225	1,214	1,205	1,201	1,205	1,204	1,206	1,222	1,250	1,266
	1968	1,255	1,259	1,271	1,272	1,276	1,271	1,268	1,269	1,268	1,278	1,296	1,311
	1969	1,287	1,277	1,272	1,271	1,277	1,279	1,269	1,267	1,261	1,264	1,277	

† Comprising general stores (other than department stores), general mail order houses and co-operative non-durable goods departments.

Table 4. Retailers: Instalment credit sales of selected kinds of business

Index numbers of value of goods sold on hire purchase and other instalment credit per week *and percentage increases compared with a year earlier.*

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§)		Durable Goods Shops Total (†)		Department Stores		Other Instalment Credit Retailers					
							Other General Stores (‡)		General Mail Order Houses		Co-operative Societies non-durable goods departments	
	(£673)		(£303)		(£54)		(£72)		(£201)		(£43)	
1966	124	- 3	93	-17	103	- 1	125	- 6	184	11	93	- 2
1967	128	3	94	2	108	5	119	- 4	195	6	92	- 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1966 1st quarter	115	2	97	- 9	95	8	96	-12	162	14	71	- 1
2nd quarter	119	—	90	-14	97	1	120	2	176	8	86	- 5
3rd quarter	111	- 6	86	-19	92	- 6	108	- 7	160	8	83	- 5
4th quarter	152	- 7	97	-26	128	- 5	176	- 6	237	6	134	1
1967 1st quarter	108	- 6	81	-17	89	- 6	90	- 6	170	5	69	- 2
2nd quarter	118	- 1	83	- 8	96	- 1	110	- 8	186	6	84	- 3
3rd quarter	116	5	93	7	100	8	103	- 4	167	4	82	- 1
4th quarter	170	12	122	25	148	15	175	- 1	256	8	131	- 2
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	- 1	175	5	84	2
4th quarter	173	2	113	- 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	-10	87	-22	98	- 7	89	- 7	187	- 1	65	- 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
3rd quarter	120	—	91	- 6	107	4	95	- 7	187	7	83	- 1
1969 June*	127	1	88	2	102	1	109	1	207	1	81	- 2
July*	117	—	91	- 4	117	1	99	- 4	172	5	80	- 8
August	116	1	89	- 6	96	6	88	- 5	180	8	81	2
September*	127	—	92	- 8	106	5	96	-11	205	8	87	4
October	163	2	108	- 6	130	6	131	—	283	8	86	2
November	186	5	116	—	146	4	167	1	323	8	127	12

(Continued on next page)

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

HIRE PURCHASE, *continued*

Table 4. *continued*

H.P. and other instalment (credit sales in 1961 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143)(‖)		Radio and electrical, etc. goods shops(¶) (£82)	
1966	93	-17	100	-15	82	-19	95	-19	93	-15	94	-15	92	-15	92	-19	76	-21
1967	94	2	104	4	81	- 1	91	- 4	88	- 5	86	- 8	90	- 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1966 1st quarter	97	- 9	101	- 9	90	- 9	106	- 7	95	- 2	95	3	96	- 6	97	-14	85	- 9
2nd quarter	90	-14	97	-13	79	-14	96	-14	91	-10	93	-11	89	- 8	88	-17	73	-18
3rd quarter	86	-19	96	-16	73	-23	84	-24	88	-18	90	-17	86	-18	85	-19	66	-24
4th quarter	97	-26	106	-22	86	-30	93	-31	98	-26	98	-28	98	-25	98	-24	81	-30
1967 1st quarter	81	-17	88	-13	71	-21	79	-26	76	-21	73	-23	78	-18	85	-12	70	-18
2nd quarter	83	- 8	93	- 5	69	-12	80	-16	76	-16	74	-20	79	-11	89	1	68	- 6
3rd quarter	93	7	103	8	78	7	89	5	84	- 5	79	-12	88	2	101	19	81	24
4th quarter	122	25	134	26	105	23	116	26	117	20	118	20	117	19	127	30	107	33
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	- 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	- 1	79	—	86	- 2	109	8	84	4
4th quarter	113	- 7	123	- 8	101	- 4	109	- 7	101	-13	96	-19	107	- 9	125	- 1	104	- 3
1969 1st quarter	87	-22	95	-21	77	-22	78	-27	71	-26	66	-28	77	-24	102	-18	83	-19
2nd quarter	88	2	102	4	69	- 3	77	—	78	- 3	80	—	75	- 7	99	6	71	- 2
3rd quarter	91	- 6	104	- 5	74	- 6	79	-11	77	- 7	74	- 7	79	- 8	105	- 4	79	- 6
1969 June*	88	2	105	6	69	- 5	71	- 8	78	- 2	78	4	78	- 7	101	6	67	- 4
July*	91	- 4	102	- 1	76	- 6	80	-14	83	- 4	80	- 2	85	- 5	100	- 3	73	- 7
August	89	- 6	102	- 5	73	- 5	79	- 7	72	-11	67	-13	77	-10	106	- 1	82	- 4
September*	92	- 8	108	- 7	72	- 8	80	-12	75	- 9	74	- 7	76	-10	110	- 7	82	- 6
October	108	- 6	120	- 6	88	-10	113	6	92	- 5	87	- 3	97	- 6	120	- 9	91	-12
November	116	—	128	3	99	- 3	110	-10	96	- 5	89	- 1	104	- 8	134	5	104	2

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month *and percentage increases compared with a year earlier*

Monthly average 1966 = 100

(£ million 1966)	All goods (£670)		Private cars, new (£132)		Private cars, used (£250)		Commercial motor vehicles – new and used (£78)		Motor-cycles, side-cars, power assisted cycles (£16)		Caravans new and used (£15)		Farm equipment and tractors (£11)		Industrial and building plant and equipment (£80)		Household goods (†) (£34)		Other goods (£54)	
1966	100		100		100		100		100		100		100		100		100		100	
1967	111	11	116	16	117	17	103	3	105	5	95	- 5	98	- 2	113	13	106	6	96	- 4
1968	115	3	110	- 5	117	—	117	14	109	4	118	23	95	- 3	110	- 3	127	20	117	22
1966 1st quarter	118	- 2	130	-11	115	—	118	6	113	- 9	90	-12	87	30	115	1	116	-11	116	13
2nd quarter	129	- 9	142	-18	138	- 5	125	2	154	-22	133	- 1	105	21	114	- 9	101	-17	101	-12
3rd quarter	89	-21	83	-31	89	-23	89	- 4	92	-36	114	- 4	125	5	90	-17	90	-18	90	-14
4th quarter	64	-32	44	-48	58	-36	69	-25	41	-58	63	-17	83	-17	84	-15	94	-27	93	-16
1967 1st quarter	87	-26	83	-36	81	-30	91	-23	53	-53	80	-11	81	- 7	108	- 6	100	-14	94	-19
2nd quarter	113	-13	106	-25	115	-17	114	- 9	138	-10	114	-14	89	-15	127	12	96	- 5	98	- 2
3rd quarter	129	44	139	68	151	70	101	13	135	46	115	1	120	- 4	111	23	100	11	91	—
4th quarter	117	82	133	202	122	111	104	52	92	126	72	16	101	22	107	27	127	35	100	8
1968 1st quarter	129	49	139	67	131	63	133	46	103	96	110	38	85	5	122	13	136	36	121	29
2nd quarter	116	3	102	- 4	121	5	121	6	126	- 9	140	22	85	- 5	116	- 9	113	19	121	23
3rd quarter	113	-12	108	-22	123	-19	102	1	128	- 5	141	23	104	-14	98	-12	121	21	105	16
4th quarter	101	-14	92	-31	93	-24	112	7	79	-15	79	9	108	7	104	- 2	139	9	119	19
1969 1st quarter	102	-21	92	-34	96	-27	131	- 2	63	-39	92	-17	85	1	101	-17	116	-14	129	7
3rd quarter	114	- 2	103	1	114	- 6	139	15	93	-26	152	8	95	11	104	-10	99	-13	133	10
3rd quarter	106	- 6	95	-12	105	-14	118	16	90	-30	124	-12	103	- 1	108	10	98	-19	123	17
1969 June	112	4	96	- 5	112	- 2	137	27	91	-27	148	4	98	21	109	9	96	- 5	134	29
July	109	- 9	76	-21	113	-16	124	9	92	-32	135	-13	99	- 5	121	14	103	12	133	10
August	110	- 9	124	- 8	102	-18	118	17	96	-32	101	-29	103	-51	104	- 3	92	-26	130	23
September	100	—	86	- 9	100	- 9	113	23	81	-25	135	7	107	9	98	21	98	-12	107	19
October	110	- 8	89	-22	106	-14	139	10	86	-26	130	18	123	15	117	8	116	-22	120	6
November	93	-10	72	-28	86	- 7	117	3	62	-24	71	—	88	-17	105	2	115	-18	119	-9

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

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Turnover of the catering trades, laundries and dry cleaners and hairdressers in November

TURNOVER IN THE catering trades remained at a fairly high level for the time of year in November, 6 per cent higher than in November 1968. There was no change in the value of the turnover of laundries and dry cleaners between these two months, and the turnover of hairdressers increased by 1 per cent, the same rate of increase compared with a year earlier as on average in the first 10 months.

Catering trades

After allowing for seasonal influences, the value of turnover in the catering trades in the three months ended November 1969 was 3 per cent higher than in the preceding three months. High figures were recorded for boh October and November, so it appears that there may have been some revival in the rate of growth of these trades, after a pause in the middle of 1969.

Value of catering trades' turnover
seasonally adjusted index numbers of sales per week
current prices

	1967	1968	1969
1st quarter	114	116	122
2nd quarter	113	116	125
3rd quarter	114	118	126
4th quarter	113	122	

1964 = 100

3 months ended August	125
3 months ended November	129

The turnover of public houses increased by 6 per cent between November 1968 and November 1969; this is a smaller increase on a year earlier than was shown on average in the first 10 months of the year, but sales in November 1968 were relatively buoyant. The turnover of canteens was dull in November, being no different from the level in November 1968. The turnover of restaurants, cafes, etc., was 6 per cent higher in November 1969 than in November 1968, much the same increase compared with a year earlier as the 5 per cent recorded in the first 10 months of the year. The corresponding increase for licensed hotels was 8 per cent, the same on average as the earlier months of the year.

Laundries and dry cleaners

The value of laundries' turnover increased by 2 per cent between November 1968 and November 1969, but dry cleaners turnover fell by 3 per cent. The turnover of dry cleaners has been tending downwards for some time.

Hairdressers

The turnover of women's hairdressers was 1 per cent less in November 1969 than in November 1968. The turnover of men's hairdressers and men's hairdressers and tobacconists increased by 4 per cent between these two months – not as large as the 8 per cent increase recorded in October, but more than the 3 per cent increase compared with a year earlier recorded in the first 10 months of the year taken as a whole.

Table 1. Catering

Index numbers of turnover per week *and percentage increase on a year earlier*†

1964 = 100

Kind of Business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
(£1,985 million)	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969		107	128	145		108	104	109	124	124	136	147*	148	140	126	116	
	1968	*3*	—	*4*	*3*	*6*	*1*	*1*	*-1*	*7*	*2*	*4*	*1*	*4*	*4*	*7*	*8*	*5*
	1969	*7§*	*7*	*7*	*7*		*12*	*4*	*5*	*8*	*9*	*6*	*9*	*7*	*6*	*9*	*6*	
Licensed hotels and holiday camps	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
(£286 million)	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969		91	140	180		87	87	97	120	132	161	186*	191	165	130	107	
	1968	*7*	*2*	*7*	*7*	*10*	*4*	*3*	*-1*	*11*	*3*	*7*	*7*	*9*	*6*	*10*	*13*	*8*
	1969	*8§*	*9*	*9*	*6*		*14*	*6*	*8*	*12*	*11*	*6*	*8*	*6*	*4*	*7*	*8*	
Restuarants, cafes, etc., and fish and chip	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
shops (£521 million)	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969		104	123	147		103	103	105	120	116	130	145*	151	145	124	114	
	1968	*4*	*1*	*5*	*4*	*4*	*1*	*2*	*1*	*7*	*4*	*4*	*2*	*4*	*5*	*4*	*5*	*4*
	1969	*5§*	*3*	*6*	*5*		*7*	—	*2*	*4*	*7*	*6*	*8*	*6*	*3*	*10*	*6*	
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969		111	131	140		115	107	112	129	127	135	144*	142	135	127	118	
	1968	*2*	*-1*	*3*	*1*	*6*	*1*	—	*-3*	*7*	*1*	*3*	*-1*	*2*	*2*	*8*	*9*	*4*
	1969	*9§*	*9*	*8*	*9*		*14*	*6*	*6*	*8*	*10*	*7*	*11*	*9*	*8*	*10*	*6*	
Canteens (‡) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969		120	113	104		119	119	123	111	116	111	99*	101	111	117	121	
	1968	*5*	*5*	*2*	*6*	*5*	—	*4*	*11*	*-5*	*5*	*4*	*6*	*7*	*5*	*5*	*4*	*6*
	1969	*4§*	*6*	*5*	*4*		*8*	*4*	*5*	*5*	*3*	*7*	*-1*	*5*	*7*	*3*	—	

§ January-November.
† The monthly periods consist of four weeks, except those marked * which are of five weeks. The November 1969 period was the four weeks from November 2. 1969. to November 29, 1969. the November 1968 period was from October 27, 1968, to November 23, 1968.
‡ Includes catering contractors other than outside catering contractors, which are included with restuarants, cafes, etc.

(Continued on next page)

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them.
The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

TURNOVER OF CATERING TRADES, ETC., *continued*

Table 2. Laundries and dry cleaners (excluding launderettes)

Index numbers of turnover per week *and percentage increase on a year earlier*†

1966 = 100

Kind of Business (Turnover in 1966 Provisional Estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Laundries and Dry-Cleaners (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969		97	105	103		93	97	101	102	109	103	103*	101	104	106	104	
	1968	—	*-1*	*-1*	*-1*	*2*	*-4*	*-3*	*4*	*-4*	*1*	*-1*	—	—	*-2*	—	*3*	*1*
	1969	*2*§	*1*	*2*	*2*		*4*	*-1*	*1*	*2*	*4*	*1*	—	*1*	*4*	*2*	—	
Laundries (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969		101	105	105		99	100	103	101	110	105	107*	103	105	108	108	
	1968	*1*	—	*-1*	*1*	*3*	*-3*	*-2*	*4*	*-5*	*1*	*-1*	*1*	*1*	*1*	*3*	*4*	*3*
	1969	*3*§	*3*	*3*	*4*		*4*	*2*	*4*	*3*	*4*	*2*	*2*	*3*	*6*	*3*	*2*	
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969		92	103	99		84	91	98	103	108	100	96*	97	104	103	98	
	1968	*-2*	*-2*	*-2*	*-3*	*-1*	*-6*	*-4*	*4*	*-2*	—	*-3*	*-2*	*-1*	*-6*	*-4*	*2*	*-2*
	1969	*-1*§	*-3*	—	*-1*		*3*	*-5*	*-4*	*-1*	*2*	*-1*	*-4*	*-2*	*3*	—	*-3*	

For notes see Table 1.

Table 3. Hairdressers

Index numbers of turnover per week *and percentabe increase on a year earlier*†

1966 = 100

Kind of Business (Turnover in 1966 Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969		101	105	106		99	98	104	106	107	104	107*	108	103	105	104	
	1968	*2*	—	*2*	*3*	*3*	*-2*	*-1*	*1*	*3*	—	*3*	*2*	*2*	*3*	*2*	*3*	*3*
	1969	*1*§	*3*	*1*	—		*5*	—	*3*	*1*	*4*	*-1*	—	*1*	*-1*	*2*	*1*	
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969		100	105	112		101	98	99	102	103	109	112*	114	110	111	108	
	1968	*2*	—	*4*	*3*	*2*	*1*	—	*-1*	*5*	—	*6*	*1*	*3*	*5*	*1*	*2*	*4*
	1969	*3*§	*2*	*2*	*3*		*1*	*1*	*4*	*1*	*5*	—	*2*	*5*	*1*	*8*	*4*	
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969		101	106	104		99	97	106	107	109	102	106*	106	101	102	102	
	1968	*2*	—	*2*	*3*	*3*	*-2*	*-1*	*1*	*3*	*1*	*2*	*3*	*2*	*2*	*3*	*3*	*3*
	1969	*-*§	*3*	*1*	*-1*		*7*	*-1*	*2*	*1*	*4*	*-1*	*-1*	*-1*	*-2*	—	*-1*	

For notes see Table 1.

Registrations of British and foreign films

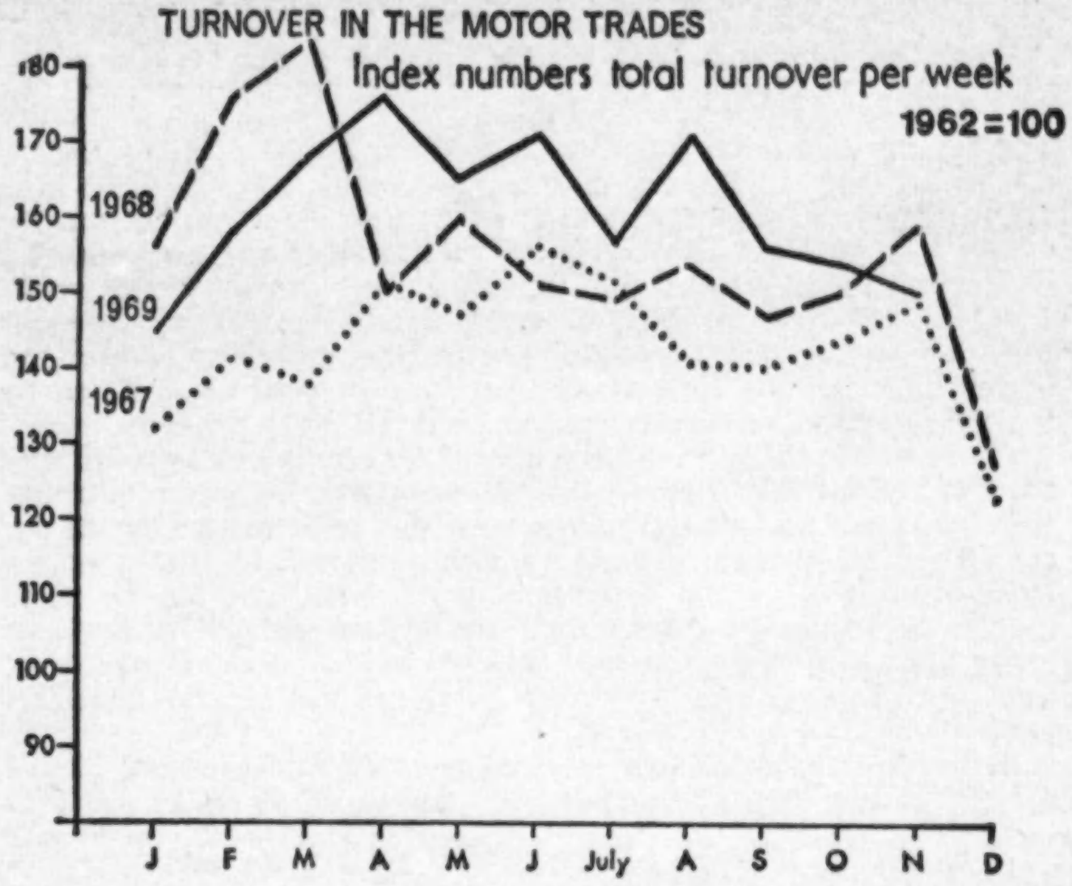
The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, January 9, 1970.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the Name of	Maker's Name
				BRITISH	
On Her Majesty's Secret Service	Br/E 34547	133	January 5	United Artists Corporation Ltd.	Eon Productions Ltd.
Twinky	Br/E 34555	98	January 8	Rank Film Distributors Ltd.	World Film Services Ltd.
Movietone News 2117A	Br/E 34634	8	January 9	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2118	Br/E 34635	7	January 9	" " "	" "
Movietone News 2118A	Br/E 34636	7	January 9	" " "	" "
Pathe News 70-2	Br/E 34582	9	January 9	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.
Pathe News 70-3	Br/E 34583	7	January 9	" " "	" "
				FOREIGN	
Calypso Singer	F 34548	6	January 5	Contemporary Films Ltd.	Contemporary Films Inc.
Duet for Cannibals	F 34549	106	January 5	" "	Sandrew Films and Teater AB, Stockholm
Finnegan's Wake	F 34550	88	January 5	" "	Expanding Cinema
Changes	F 34551	93	January 5	Cinerama International Releasing Organization	Hall Bartlett
Story of a Woman	F 34552	83	January 5	Rank Film Distributors Ltd.	Universal International Films Inc.
Sexual Partnership	F 34553	96	January 5	Crispin Film Distributors Ltd.	Arca-Winston Films Corp. GmbH., Berlin
A Dream of Kings	F 34554	110	January 7	Warner-Pathe Distributors Ltd.	National General Productions Inc.

Turnover of the motor trades in November

THE TOTAL TURNOVER of the motor trades in November 1969 was 5 per cent less in value than in November 1968, the first monthly decrease compared with a year earlier since March 1969. The reduction was wholly in receipts from sales of new motor vehicles which in November were 24 per cent less than a year earlier, following a decrease of 7 per cent in October and an average increase of 8 per cent in the third quarter. The comparison for November reflects the high figure for November 1968 as well as the subdued level of sales in November 1969.

Sales of second-hand vehicles in November were 2 per cent higher in value than in the comparable period of 1968, following no change in October and an average decrease of 2 per cent in the third quarter. Sales in November of petrol, oil and accessories, together with receipts from servicing and repairs were 9 per cent higher than in November 1968, slightly less than the average increase in recent months. Much of this growth was accounted for by price increases, including higher duty on petrol.



Index number of turnover per week ***and percentage increases on a year earlier*** **(†)** **1962=100**

Kind of business (Turnover in 1962 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
(£2,979 million)	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	143	137	152	144	137	132	141	138	151	147	156	153	142	140	144	149	123
	1968	155	172	154	150	144	156	176	183	150	160	151	149	154	147	150	159	127
	1969	161(‡)	157	171	161		145	158	165	176	165	171	157	171	156	154	150	
	1968	*9*	*26*	*1*	*4*	*5*	*18*	*24*	*33*	*-1*	*9*	*-3*	*-2*	*9*	*5*	*5*	*7*	*3*
	1969	*2(§)*	*-9*	*11*	*7*		*-7*	*-10*	*-10*	*17*	*3*	*13*	*5*	*11*	*6*	*3*	*-5*	
Analysis of turnover:	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
Sales of new motor vehicles	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
(£1,119 million)	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145	145	159	139	138	139	150	145	161	156	161	151	136	133	143	156	120
	1968	158	204	148	140	141	185	209	214	136	165	144	130	149	141	149	172	111
	1969	157(†)	162	172	151		141	167	174	190	165	164	135	173	146	139	131	
	1968	*9*	*41*	*-7*	*1*	*2*	*33*	*39*	*48*	*-15*	*6*	*-11*	*-14*	*9*	*6*	*4*	*10*	*-8*
	1969	*-4 (§)*	*-21*	*17*	*8*		*-24*	*-20*	*-19*	*35*	Nil	*14*	*3*	*16*	*3*	*-7*	*-24*	
Sales of secondhand motor vehicles	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
(£568 million)	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	133	124	150	141	117	105	134	133	148	143	158	148	138	139	135	135	89
	1968	137	158	142	135	112	125	174	173	142	149	137	139	139	129	127	126	90
	1969	137(†)	135	150	132		119	139	147	157	144	148	127	145	126	127	128	
	1968	*3*	*27*	*-6*	*-5*	*-4*	*19*	*30*	*31*	*-4*	*4*	*-13*	*-6*	*1*	*-7*	*-6*	*-7*	Nil
	1969	*-3 (‡)*	*-15*	*5*	*-2*		*-5*	*-20*	*-15*	*10*	*-3*	*9*	*-8*	*4*	*-2*	Nil	*2*	
All other sales and Receipts	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
(£1,292 million)	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	144	136	146	150	146	138	137	134	144	141	151	156	149	145	148	149	141
	1968	160	151	164	165	160	144	147	160	165	161	164	171	166	159	162	161	157
	1969	175(†)	162	179	182		160	158	166	173	174	188	189	181	177	180	176	
	1968	*11*	*11*	*12*	*10*	*10*	*5*	*8*	*19*	*15*	*14*	*9*	*9*	*12*	*9*	*10*	*8*	*11*
	1969	*9(‡)*	*7*	*9*	*11*		*11*	*7*	*4*	*4*	*8*	*14*	*11*	*9*	*11*	*11*	*9*	

(†) The periods consist of four weeks except those marked * which are five weeks.
(§) Index numbers for period January to November, 1969.
(‡) Percentage change for period January to November, 1969, compared with the corresponding period of 1968.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance*

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Vehicle production in November

THE MINISTRY of Technology have announced that with less output lost as a result of industrial disputes, production of cars rose a little in November. In seasonally-adjusted terms (Table 2) production for export rose by 3 per cent compared with October and home market production rose by 8 per cent, giving a rise in total production of 5 per cent. Nevertheless, in the three months September-November total car production, seasonally-adjusted, was 9 per cent lower than in the three months June-August, with export production down by 8 per cent and home market production down by 10 per cent.

Commercial vehicle production was 29 per cent higher in November than in October on a seasonally-adjusted basis. Export production rose by 38 per cent and production for the home market by 23 per cent. These sharp rises were not sufficient, however, to offset the low, strike-hit figures of the two preceding months, and in the three months September-November total production was still 10 per cent lower than in the three months June-August in seasonally-adjusted terms with export production down by 13 per cent and home market production down by 8 per cent.

In terms of recorded figures, production of cars averaged 32,294 a week in the four weeks ended November 29, 1969, 14 per cent fewer than in the corresponding four weeks in 1968. Most of the fall was in production for the home market which was 23 per cent lower than a year earlier; production for export was only 3 per cent lower. In the 48 weeks to November 29, 1969, the average weekly rate of production for export was 3 per cent higher than in the 47 weeks ended November 23, 1968. Production for the home market was, however, 14 per cent lower, with the result that the average rate of total production over the eleven-month period, at 32,688 cars a week, was 7 per cent lower in 1969 than in 1968.

The recorded rate of commercial vehicle production in the four weeks to November 29, 1969, at an average of 9,826 a week, was 10 per cent higher than in the corresponding four weeks a year earlier. The increase was almost entirely due to a rise by 25 per cent in the average rate of production for export, production for the home market showing only a small rise. In the 48 weeks to November 29, 1969, the average rate of production of commercial vehicles, at 8,810 a week, was 13 per cent higher than in the 47 weeks ended November 23, 1968, with export production up by 29 per cent and production for the home market up by 4 per cent.

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	No. of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1963	52	1,607,939	958,766	649,173	30,922	403,781	238,876	164,905	7,765
1964	53	1,867,640	1,161,886	705,754	35,238	464,736	285,332	179,404	8,769
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,552,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409 186	259,331	149,855	7,869
1966 1st quarter	13	462,461	294,287	168,174	35,574	120,380	75,662	44 718	9,260
2nd quarter	13	484,147	309,350	174,797	37,242	123,628	76,266	47,362	9,510
3rd quarter	13	334,143	206,248	127,895	25,703	96,886	56,128	40,758	7,453
4th quarter	13	322,928	168,799	154,129	24,841	97,781	52,558	45,223	7,522
1967 1st quarter	13	387,564	228,687	158,877	29,813	95,232	54,850	40,382	7,326
2nd quarter	13	446,537	281,652	164,885	34,349	104,215	66,929	37,286	8,016
3rd quarter	13	315,402	210,178	105,224	24,262	83,330	56,011	27,319	6,410
4th quarter	13	402,510	267,756	134,754	30,962	102,329	67,902	34,427	7,871
1968 1st quarter	13	467,555	269,925	197,630	35,966	104,276	67,055	37,221	8,021
2nd quarter	13	489,132	264,041	225,091	37,626	104,465	66,754	37,711	8,036
3rd quarter	13	389,586	215,398	174,188	29,968	88,469	56,719	31,750	6,805
4th quarter	13	469,663	263,799	205,864	36,128	111,976	68,803	43,173	8,614
1969 1st quarter	13	451,156	239,544	211,612	34,704	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37 327	126,325	74,032	52,293	9,717
3rd quarter	13	354,572	185,096	169,476	27,275	98,421	57,449	40,972	7,571
1968 July	4	111,067	60,040	51,027	27,767	25,235	16,287	8,948	6,309
August	4	100,780	57,227	43,553	25,195	21,343	13,235	8,108	5,336
September	5	177,739	98,131	79,608	35,548	41,891	27,197	14,694	8,378
October	4	145,965	90,289	55,676	36,491	33,858	21,299	12,559	8,465
November	4	150,382	83,520	66,862	37,596	35,583	21,825	13,758	8,896
December	5	173,316	89,990	83,326	34,663	42,535	25,679	16,856	8,507
1969 January	5	184,845	103,373	81,472	36,969	49,146	29,478	19,668	9,829
February	4	144,123	74,444	69,679	36,031	38,720	22,350	16,370	9,680
March	4	122,188	61,727	60,461	30,547	32,579	19,533	13,046	8,145
April	5	178,082	92,650	85,432	35,616	47,984	28,285	19,699	9,597
May	4	148,594	71,268	77,326	37,149	37,759	21,583	16,176	9,440
June	4	158,570	82,018	76,552	39,642	40,582	24,164	16,418	10,146
July	5	132,969	70,941	62,028	26,594	37,032	21,536	15,496	7,406
August	4	106,789	51,590	55,199	26,697	28,063	16,168	11,895	7,016
September	4	114,814	62,565	52,249	28,703	33,326	19,745	13,581	8,331
October	5	148,877	78,098	70,779	29,775	38,364	22,992	15,372	7,673
November	4	129,177	64,176	65,001	32,294	39.304	22,133	17,171	9,826

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VEHICLE PRODUCTION, *continued*

Table 2. Production – seasonally adjusted

Monthly averages — thousands

	Passenger Cars			Commercial Vehicles		
	Total	Home	Export	Total	Home	Export
1963	134	80	54	33·6	19·9	13·7
1964	156	97	59	38·7	23·8	15·0
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1966 1st quarter	145	93	52	38·9	24·5	14·4
2nd quarter	145	92	53	38·2	23·3	14·9
3rd quarter	136	84	52	37·1	21·4	15·7
4th quarter	110	58	52	31·9	17·6	14·3
1967 1st quarter	123	73	50	31·4	18·2	13·3
2nd quarter	130	82	48	31·6	20·0	11·6
3rd quarter	127	84	43	31·7	21·1	10·6
4th quarter	138	91	46	33·6	22·7	11·0
1968 1st quarter	145	85	59	33·6	21·8	11·8
2nd quarter	145	78	67	32·6	20·6	12·0
3rd quarter	155	85	70	33·5	21·1	12·3
4th quarter	161	90	72	36·7	22·9	13·8
1969 1st quarter	141	76	65	38·7	23·1	15·6
2nd quarter	144	73	71	39·2	22·6	16·6
3rd quarter	146	75	71	38·9	22·4	16·5
1968 July	153	83	71	32·2	20·5	11·7
August	147	82	65	33·4	20·5	12·9
September	163	90	73	34·9	22·4	12·5
October	160	92	68	34·7	22·0	12·7
November	163	90	73	37·1	23·2	13·9
December	160	87	74	38·4	23·7	14·7
1969 January	160	90	70	43·5	26·2	17·3
February	144	78	66	40·2	23·8	16·3
March	119	59	59	32·4	19·3	13·1
April	141	74	67	40·0	23·5	16·5
May	141	67	74	37·9	21·4	16·5
June	149	77	72	39·7	23·0	16·7
July, August } Average	150	76	74	40·3	23·0	17·3
September	138	74	64	36·2	21·3	14·9
October	132	64	68	31·3	18·9	12·4
November	139	69	70	40·3	23·2	17·1
Average of:						
June-August 1969	150	77	73	40·1	23·0	17·1
September-November	136	69	67	35·9	21·1	14·8
Percentage increase	*–9*	*–10*	*–8*	*–10*	*–8*	*–13*

International air passengers at UK airports in 1968

NEARLY 16 MILLION passengers flew into or out of the United Kingdom on international flights during 1968, representing an increase of 8.4 per cent over the 1967 figure of 14.7 million passengers. This is revealed by the Board of Trade in a new series of the *Business Monitor* statistics reporting on the flow of air passenger traffic into and out of the United Kingdom.

More than a million passengers were carried on routes between the United Kingdom and each of six countries – Spain (2¼ million), France (1.9 million), United States (1.6 million), Republic of Ireland (1.4 million), Federal Republic of Germany (1.1 million) and the Netherlands (1 million). The busiest single route was that between London and Paris, which carried nearly 1.2 million passengers. The second busiest was between London and New York, nearly 850,000 passengers, and altogether almost 2½ million passengers crossed the Atlantic between the United Kingdom and all countries in the Americas.

Subsequent issues in this new series of the *Business Monitor* will contain similar traffic figures quarterly beginning with the first quarter of 1969. It is a companion publication to *Business Monitor* CA6, published in November 1969, to show air passenger traffic flows on domestic services.

In the new series the figures show the uplift and discharge of passengers at United Kingdom airports on services operated there according to their immediate destination or last point of embarkation overseas on those services. They include all revenue and non-revenue passengers carried on scheduled and charter services, which are separately reported. The table is designed to show the broad geographical pattern of air traffic into and out of the United Kingdom, with figures for the traffic flows on the most important air routes.

A second table analyses the numbers of passengers at United Kingdom airports to show the numbers of domestic and international passengers using each airport and the percentage change in the number of terminal international passengers between the years 1967 and 1968.

This new *Business Monitor* (CA7) is available on annual subscription of 7s. from HMSO, PO Box 569, London, S.E.1. Subscribers to the full series of Civil Aviation *Business Monitors* will be supplied with this new publication without any increase in their current subscription.

Aircraft noise at Heathrow and Gatwick Airports during the third quarter of 1969

HEATHROW AIRPORT

Departing aircraft

MONITORING OF the noise of departing turbo jet engined aircraft continued during the third quarter of 1969.

The results are set out below, together with comparable figures for the same period in the previous four years:

Number of jet day departures	26,827
Number of jet day departures monitored	19,906 (*74·2%* of Total)
Percentage exceeding the permitted noise level of 110 PNdB	*0·2*
Number of jet night departures	1,622
Number of jet night departures monitored	1,494 (*92·1%* of Total)
Percentage exceeding the permitted noise level of 102 PNdB	*0·3*

Year		Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
1965		10,014	*1·1*	1,528	*2·0*
1966		14,776	*0·7*	1,410	*2·1*
1967	Third	17,573	*0·1*	1,337	*0·3*
1968	quarter	21,071	*0·1*	1,266	*0·5*
1969		19,906	*0·2*	1,496	*0·3*

Arriving aircraft

During the quarter 1,838 aircraft (4.8 per cent of total approaches) were monitored by radar to check their compliance with the glide path angle of 3 degrees.

Six aircraft (0.3 per cent of those monitored) infringed the approach path, and explanations were obtained from the operators concerned.

Figures for the third quarter of this and the four previous years are as follows:

Year		Number of Aircraft Monitored	Percentage Infringements
1965		1,863	*0·4*
1966		1,403	*0·8*
1967	Third	1,601	*0·1*
1968	quarter	1,322	*0·4*
1969		1,838	*0·3*

GATWICK AIRPORT

Departing Aircraft

Monitoring of the noise of departing turbo jet-engined aircraft continued during the third quarter of 1969.

The results achieved are set out below:

Number of jet day departures	6,457
Number of jet day departures monitored	5,120 (*79·3%* of Total)
Percentage exceeding the permitted noise level of 110 PNdB	*0·1*
Number of jet night departures	1,409
Number of jet night departures monitored	1,108 (*78·6%* of Total)
Percentage exceeding the permitted noise level of 102 PNdB	*0·5*

Noise monitoring commenced at Gatwick on July 15, 1968, and figures for the only previous third quarter together with this quarter's results are set out below for comparison:

Year		Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
1968	Third	3,195	*0·3*	598	*2·3*
1969	quarter	5,120	*0·1*	1,108	*0·5*

Arriving aircraft

Equipment for monitoring the approach path of arriving aircraft at Gatwick was brought into operation during November, initially for staff training.

Note: Variations in the level of infringements are not a complete guide to changes in the overall noise disturbance. Apart from the general increase in traffic, the figures give no indication as to whether the aircraft that did not infringe the limits (i.e. all but a very small proportion) were in fact noisier or quieter than in previous years.

Production of man-made fibres in November

TOTAL PRODUCTION of man-made fibres in November was 2 per cent more than in November 1968. Output of continuous filament was 7 per cent more and staple fibre was 2 per cent less.

Man-made fibre production

Million lb. (†)

	Total	Continuous filament (singles)	Staple fibre
1964	825·2	378·1	447·1
1965	862·1	396·4	465·7
1966	881·6	411·4	470·2
1967	955·1	438·4	516·7
1968	1,188·6	533·0	655·7
1968 2nd quarter	298·4	135·1	163·3
3rd quarter	284·7	124·9	159·8
1969 2nd quarter	316·8	142·6	174·2
3rd quarter	277·3	126·9	150·3
1968 September	98·8	43·1	55·7
October	103·2	45·1	58·1
November	103·8	46·7	57·7
1969 September	95·7	43·2	52·5
October	105·0	47·7	57·3
November	105·7	49·2	56·5

† From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight.'

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Imported Timber for November 1969

Quarterly at 7s. 6d. a year post free:

Cutlery for Third Quarter 1969

Polishes for Third Quarter 1969

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on December 17, 1965, on page 1635.

Miscellaneous Series:

Monthly at £5 5s. a year post free:

Motor Vehicle Registrations for November 1969

Civil Aviation Series:

Air Passengers – international and cabotage for 1968

A complete list of titles in the Civil Aviation Series is as follows:

Airport Activity (*M*)
Air Passengers (*M*)
Air Freight and Mail (*M*)
Airlines (*M*)
Airlines (*Q*)
Domestic Passenger Traffic (*Q*)
Air Passengers – international and cabotage (*Q*).

British commercial representatives overseas

VISITORS TRAVELLING OVERSEAS on export business are recommended to call on British commercial officers in the countries they visit *and should telephone the Embassy, High Commission or Consulate on arrival and fix an appointment so that they are seen as soon as possible by the officer concerned.* The commercial officers can be of considerable assistance to British business visitors, and prior notice of a visit given to Export Services Branch will enable them to prepare in advance information required by a visitor and often to arrange appointments for him. The following list gives the names and addresses of officers in charge of commercial work.

'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Branch. (Tel. 01-248 5757, Ext. 7146) (Telex 886143).

POSTE RESTANTE AND TELEX FACILITIES. Businessmen visiting overseas markets may, if they wish, have their mail addressed care of the Commercial Department of the British Embassy/High Commission/Consulate in the country they are visiting. This facility is available during normal business hours only and businessmen intending to use it are requested to give adequate notice to the overseas Commercial Department beforehand, or alternatively advise their nearest Board of Trade Regional Office or the Export Services Branch of the Board of Trade in London. Where public telex facilities are not freely available, commercial departments will, if possible, allow visiting businessmen who wish urgently to get in touch with their firms to use the post's Telex facilities on a repayment basis.

THIS LIST is prepared by Export Services Branch of the Board of Trade and published *quarterly* in the *Board of Trade Journal*. Inquiries relating to the list should be made to Export Services Branch at the address given below (Tel. 01-248 5757, Ext. 7113).

AFGHANISTAN – Mr. A. B. N. Morey, Second Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 305113.)

ALGERIA – Mr. S. Relton, First Secretary (Commercial), British Embassy, Edifice Cassiopée, Bâtiment B., 7, Chemin des Glycines, B.P.25, ALGIERS, R.P. (Tel. 60.56.01-04.) (Telex 29-91872 a/b Prodrom Alger.)

ANGOLA (Portuguese West Africa) – Mr. H. M. Carless, Consul-General, British Consulate-General, Rua Diogo Cao No. 4, Caixa Postal No. 1244, LUANDA. (Tel. 27838, 22487.)

ARGENTINA – Mr. J. L. Taylor, Counsellor (Commercial), British Embassy, Luis Agote 2412, BUENOS AIRES. (Postal address: Casilla 2050, Buenos Aires.) (Tel. 80-7071/9.) (Telex 201-1666 a/b 12 1666 Proba.

AUSTRALIA – Mr. H. B. C. Keeble, C.M.G., Minister (Commercial); Mr. M. E. Browne, Counsellor (Commercial), British High Commission, Commonwealth Avenue, CANBERRA, A.C.T. 2600. (Tel. 70422.) (Telex 29-AA62043 a/b AA62043.)

SYDNEY – Mr. W. N. R. Maxwell, O.B.E., Counsellor (Commercial) British High Commission, Gold Fields House, Sydney Cove, Sydney, N.S.W. 2000. (Tel. 27-7521.) (Telex AA 20680 a/b Sydney Ukrep AA 20680.)

MELBOURNE – Mr. R. W. B. Carter, C.M.G., Deputy High Commissioner, British High Commission, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, Victoria 3000. (Tel. 67-7254, 67-8601 (9 lines).) (Telex AA 30660 a/b Melbourne Ukrep AA 30660.)

BRISBANE – F. S. Fielding, Deputy High Commissioner, British High Commission, M.L.C. Building, 243 Edward Street, Brisbane, Queensland 4000. (Tel. 21.4933/6.) Telex 29-AA40556 a/b Ukrep AA40556.)

PERTH – Mr. B. A. F. Pennock, Deputy High Commissioner, British High Commission, ANZ House, 7th Floor, 84 St. George's Terrace, Perth, Western Australia 6000. (Tel. 21-5120 and 21-5128/9.) (Telex 29-AA92493 a/b BHC WA.)

ADELAIDE – Mr. R. E. Jones, Deputy High Commissioner, British High Commission, 4th Floor, F.C.A. Building, 15 Franklin Street, Adelaide, South Australia 5000. (Tel. 51-4011/2.) (Telex 29-AA82543 a/b Ukrep AA82543.)

IMPORTANT

THE INFORMATION given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.

AUSTRIA – Mr. P. H. Scott, Counsellor (Commercial), British Embassy, 40 Reisnerstrasse, 1030, VIENNA. (Tel. 73.15.75/6/7.) (Telex 2053-13410 a/b 13410 Britemb A.)

BAHAMAS – Mr. S. J. Towlson, British Trade Commissioner, British Trade Commission, E. D. Sassoon Building, Parliament Street, P.O. Box 4600, NASSAU, New Providence, Bahamas. ('Tradcom, Bahamas.') (Tel. 21003.)

BAHRAIN – Mr. D. L. Hardinge, Second Secretary (Commercial), H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, MANAMA. (Postal address: P.O. Box 114, Bahrain.) ('Political, Bahrain.') (Tel. 3597.) (Telex 201-GJ216 a/b PROD BAH GJ216.)

BARBADOS – Mr. R. B. Crowson, First Secretary, British High Commission, Barclays Bank Building, Roebuck Street, P.O. Box 676c, BRIDGETOWN. (Tel. 3525.) (Telex 29-WB219 a/b Ukrep, BRI.)

BELGIUM – Mr. G. F. Hiller, C.M.G., D.S.O., Counsellor (Commercial), British Embassy, Britannia House, 28 Rue Joseph II, BRUSSELS 4. (Tel. 19.11.65.) (Telex 2026-23462 a/b Prodrome Bruxls.)

BOLIVIA – Mr. D. J. Moss, First Secretary (Commercial), British Embassy, Avenida Arce 2740, Casilla 694, LA PAZ. (Tel. 29400 and 29404.) (Telex 201-BX 5228 a/b Prodrome BX 5228.)

TELEGRAPHIC ADDRESSES unless otherwise stated:

Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

BOTSWANA – Mr. K. O. H. Osborne, First Secretary, British High Commission, Private Bag 23, GABERONES (Tel. 483/5.)

BRAZIL – Mr. J. C. Petersen, C.M.G., Minister (Commercial), British Embassy, Praia do Flamengo 284-2° Andar, RIO DE JANEIRO. (Postal address: Caixa Postal 669-ZC-00.) (Tel. 225-7252.) (Telex 201-31802 a/b Prodrome Rio.)

SAO PAULO – Mr. N. Statham, C.M.G., C.V.O., Consul-General, British Consulate-General, Avenida Paulista 1938 (17 Andar), Sao Paulo. (Postal address: Caixa Postal 846.) (Tel. 287-7722.) (Telex 201-021846 a/b Britain SPO.)

BRUNEI – Mr. J. E. T. Thorne, First Secretary, H.M. High Commission, Jalan Residency, BRUNEI TOWN ('Highcoma Brunei'). (Tel. 2231.)

BULGARIA – Mr. W. F. B. Price, First Secretary (Commercial), British Embassy, Boulevard Marshal Tolbukhin 65-67, SOFIA. (Tel. 885361/2.) (Telex 29-363 a/b Prodrome Sofia.)

BURMA – Mr. W. B. J. Dobbs, First Secretary (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

CAMBODIA – Mr. A. J. Johnstone, First Secretary (Commercial), British Embassy, 96 Moha Vitmei Preah Bat Norodom, P.O. Box 150, PHNOM PENH. (Tel. 3974/5.)

CAMEROON – Mr. A. B. Moore, M.B.E., First Secretary, British Embassy, Le Concorde, Avenue de l'Interdance, Boite Postale 547, YAOUNDÉ. (Tel. 3192 and 4189.) (Telex 201-8200 a/b Prodrome YDE.)

BUEA – Mr. C. F. Miller, M.B.E., Consul, British Consulate, 'Castella', P.O. Box 68, Buea. (Tel. 623.) (Telex 201 5245 a/b Britain Buea.)

[NOTE: *The British Embassy at Yaoundé deals with matters relating to Government Departments and firms in Yaoundé. The British Consulate at Buea deals with all other commercial matters.*]

CANADA – Mr. T. E. Rogers, C.M.G., M.B.E., Minister (Commercial); Mr. R. W. Gray, Counsellor (Commercial), British High Commission, 80 Elgin Street, OTTAWA 4, Ontario. (Tel 237-1530.) (Telex 207-21-013266 a/b Ukrep, OTT.)

CANADA, *continued*

MONTREAL – Mr. J. R. Cross, Senior British Trade Commissioner; Mr. L. G. Heptinstall, Deputy Senior Trade Commissioner, British Government Office, 635 Dorchester Boulevard West, Montreal 101, P.Q. (Tel. 866-5863.) (Telex 207-21-01-26437 a/b Ukrep, MTL.)

TORONTO – Mr. R. McC. Samples, D.S.O. O.B.E., Senior British Trade Commissioner; Mr. A. H. Spire, Deputy Senior Trade Commissioner, British Government Office, 8th Floor, 200 University Avenue, Toronto 1, Ontario. (Tel. 362 1223.) (Telex 207-21-02-29531 a/b Ukrep, TOR.)

VANCOUVER – Mr. J. F. Saunders, C.B.E., Principal British Trade Commissioner, British Government Office, 4th Floor, Bank of Nova Scotia Building, 602 West Hastings Street, Vancouver 2, British Columbia. (Tel. 683-4421.) (Telex 207-21-045481 a/b Ukrep, VCR.)

WINNIPEG – Mr. G. S. McWilliam, O.B.E., British Trade Commissioner, British Government Office, 4th Floor, Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1, Manitoba. (Tel. 942-3151.) (Telex 207-21-035465 a/b Ukrep, WPG.)

EDMONTON – Mr. L. D. Byrne, British Trade Commissioner, British Government Office, 600, Bank of Montreal Building, Jasper Avenue, Edmonton 15, Alberta. (Tel. 424-0481.) (Telex 207-21-037-2421 a/b Ukrep, EDM.)

REGINA – Mr. J. R. Bolton, O.B.E., British Trade Commissioner, British Government Office, 815 Avord Tower, 2002 Victoria Avenue, Regina, Saskatchewan. (Tel. 527-6459; 527-6350.) (Telex 206-031-2360 a/b Ukrep REG.)

HALIFAX – Mr. T. W. Robinson, British Trade Commissioner for the Atlantic Provinces, British Government Office, 10th Floor, Centennial Buildings, 1645 Granville Street, Halifax, Nova Scotia. (Tel. 422-7488.) (Telex 206-014-422634 a/b Ukrep, HFX.)

QUEBEC CITY – Mr. R. H. Link, O.B.E., British Regional Information Officer, British Government Office, 100 D'Youville Square, Quebec City. (Tel. 525-5187.) (Telex 206-011246 a/b Ukrep, QBC.)

CEYLON – Mr. J. M. Dutton, Deputy High Commissioner and Counsellor (Commercial), British High Commission, P.O. Box 1433, Galle Road, Kollupitiya, COLOMBO 3. (Tel. 27611/8.) (Telex 201-101 a/b Ukrep, Colombo.)

CHILE – Mr. J. B. Ure, M.V.O., First Secretary (Commercial), British Embassy, P.O. Box 72-D, Bandera 227, SANTIAGO. (Tel. 61151/5.) (Telex 201-SGO341 a/b Prodrome, Santiago.)

CHINA – Mr. J. D. Laughton, Second Secretary (Commercial), Office of the British Chargé d'Affaires, 7 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. (Tel. 55-3931/2/3.)

COLOMBIA – Mr. J. T. Hyslop, O.B.E., First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, 7° Piso, BOGOTA. (*Airmail address:* Apartado Aéreo 4508, Bogota.) (Tel. 34-90-80.) (Telex 201-044503 a/b Prodrome, Bogota.)

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CONGO, DEMOCRATIC REPUBLIC OF – Mr. H. G. Windle, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor Building Credit Congolaise, P.O. Box 8049, KINSHASA. (Tel. 3484/5.)

LUBUMBASHI – Mr. F. C. D. Sargeant, Consul, British Consulate, 669 Boulevard l'U.E.A.C., P.O. Box 973 Lubumbashi. (Tel. 2434.) (Telex 201-49 a/b Britain, EVL.)

COSTA RICA – Mr. M. L. Creek, First Secretary and Consul, British Embassy, Paseo Colon, 3202, Apartado 10056, SAN JOSÉ. (Tel. 21-58-16 and 21-56-88.) (Telex 201-CR169 a/b CR169 Prodrome.)

CUBA – Mr. D. F. Ballentyne, First Secretary (Commercial), British Embassy, Edificio Bolivar, 9 Piso, Capdevila (formerly Carcel) 101-103, HAVANA. (Tel. 61-5681.) (*Address for correspondence from Britain:* British Embassy, Havana, P.O. Box 1229, Nassau, Bahamas.)

CYPRUS – Mr. E. R. Worsnop, First Secretary (Commercial), British High Commission, P.O. Box 1978, Alexander Pallis Street, NICOSIA. (Tel. 73131-5.)

CZECHOSLOVAKIA – Mr. C. G. Mays, First Secretary (Commercial), British Embassy, Thunovska Ulice 14, Mala Strana, PRAGUE (Praha) 1. (Tel. 533347/9 and 533340.) (Telex 2055-011011 a/b Prodrome Prague.)

DENMARK – Mr. G. W. Marshall, M.B.E., B.E.M., Counsellor (Commercial), British Embassy, Kastelsvej 38-40, COPENHAGEN Ø. (Tel. Tria 6360.) (Telex 2051-2706 a/b Prodrome KH.)

AARHUS – Mr. R. L. Russell, British Vice-Consul (Commercial), B. P. Huset, Europaplads 2, 8000 Aarhus C. (Tel. (06) 12 25 00.)

[*There is also an Honorary Vice-Consul in the FAROE ISLANDS at Thorshavn who will be glad to see British business visitors:*

Mr. A. Mortensen, British Vice-Consul, The Quay, THORSHAVN, Faroe Islands, (Tel. Bryggjan 1690.)]

DOMINICAN REPUBLIC – Mr. G. E. Cheesman, First Secretary and Consul, British Embassy, Apartado 1352, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 2-3128/9.) (Telex 201-3460075 a/b 3460075 Prodrome.)

ECUADOR – Mr. H. Lewty, First Secretary (Commercial), British Embassy (opposite Hotel Quito), Gonzalez Suarez 111, QUITO. (Postal address: Casilla 314, Quito.) (Tel. 230070/3.) (Telex 201-38 a/b Prodrome Quito.)

GUAYAQUIL – Mr. H. C. Bass, Consul (Commercial), British Consulate, Edificio La Nacional (2° Piso), V. M. Rendón 120, Guayaquil. (Postal address: Casilla K, Guayaquil.) (Tel. 15-392 and 15-243.)

EL SALVADOR – Mr. R. G. Farrar, First Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion), No. 611, Colonia Duenas, SAN SALVADOR. (Tel. 219667 and 219106.) (Telex 201-20133 a/b Prodsalv.)
[*Postal address: Embajada Britanica, Apartado* 601, *San Salvador, El Salvador, Central America.*]

ETHIOPIA – Mr. R. C. Robinson, M.B.E. First Secretary (Commercial), British Embassy, Papassinos Building, Ras Desta Damtew Avenue, P.O. Box 858, ADDIS ABABA. (Tel. 49227/8.)

ERITREA – Mr. R. Brereton, Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie I, P.O. Box 254, ASMARA. (Tel. 10131/2.)

FIJI – Mr. J. Nield, British Commercial Office, 6th Floor, Honson Building, Thomson Street, (G.P.O. Box 400), SUVA. ('Britcom Suva') (Tel. 22967.)

FINLAND – Mr. A. H. Reed, Counsellor (Commercial), British Embassy, Uudenmaankatu 16-20, HELSINKI 12. (Tel. 12574.) (Telex 2059-121122 a/b UKHKI SF.)

FRANCE – Mr. J. S. Rooke, C.M.G., O.B.E., Minister (Economic); Mr. L. M Minford, Counsellor (Commercial), British Embassy, 35 Rue du Faubourg St. Honoré, PARIS 8e. (Tel. 265.27.10/5; 265.06.20/4.) (Telex 2022-65264 a/b Inform Paris.)

BORDEAUX – Mr. K. S. Butler, Consul-General, British Consulate-General, 15 Cours de Verdun, 33-Bordeaux. (Tel. 52-28-35/6.) (Telex 2022-57440 a/b Britain BORDX.)

LILLE – Mr. S. M. Black, Consul-General, British Consulate-General, 60 Boulevard de la Liberté, 59-Lille (Nord.) (Tel. 57. 35.49 and 57.01.77.) (Telex 2022-82669 a/b Britain Lille.)

LYONS – Mr. J. O. McCormick, C.M.G., M.C., Consul-General, British Consulate-General, 24 Rue Childebert, 69-Lyons 2e, Rhone. (Tel. 37.59.67/8.) (Telex 2022-33254 a/b Britain, Lyon.)

MARSEILLES – Mr. R. C. Ormerod, Consul-General, British Consulate-General, 24 Avenue du Prado, 13-Marseilles 6e (Bouches du Rhone.) (Tel. 37.68.54/6.) (Telex 2022-42307 a/b Britain, Marsl.)

NICE – Mr. G. M. E. Paulson, C.B., C.M.G., O.B.E., Consul-General, British Consulte, Immeuble Le Neptune, 3 Rue Meyerbeer, 06-Nice. (Tel. 87.12.81/2.)

STRASBOURG – Mr. H. Niblock, Consul-General, British Consulate-General, 10 Rue du General de Castelnau, B.P., 42, 67-Strasbourg (Bas Rhin.) (Tel. 36.64.91.) (Telex 2022-87995 a/b Bristra, Strbg.)

GAMBIA – Mr. S. A. Downton, Second Secretary (Commercial), British High Commission, 78 Wellington Street, P.O. Box 507, BATHURST. (Tel. 244/6.)

GERMANY - Mr. D. D. Brown, C.M.G., M.M., Minister (Economic); Mr. J. M. Heath, Counsellor (Commercial), British Embassy, 5300 BONN, Friedrich-Ebert Allee 77. (Tel. 222021.) (Telex 203-886887 a/b 886887 Brinf D.)

BERLIN – Mr. G. F. Edwards, O.B.E., T.D., Consul-General, British Consulate-General, 1000 Berlin 12, Uhlandstrasse 7-8, (Tel. 309-52-95.) (Telex 203-184-268 a/b UKBLN D.)

DUSSELDORF – Mr. J. M. Fisher, C.M.G. Consul-General, British Consulate-General, 4000 Düsseldorf, Cecilienalle 11/16. (Tel. 434281-5.) (Telex 203-8-584855 a/b 8584855 Comb. D.)

FRANKFURT – Mr. J. T. Fearnley, Consul-General, British Consulate-General, 6000 Frankfurt/Main, Bockheimer Landstrasse 51-53, (Tel. 720406.) (Telex 203-414932 a/b UKFFT D.)

HAMBURG – Mr. J. G. Purves, Consul-General, British Consulate-General, 2000 Hamburg, 13, Harvestehuderweg 8a, (Tel. 45 13 51/5.) (Telex 203-2-13562 a/b BRHBG D.)

HANOVER – Mr. J. M. Leadbitter, O.B.E., Consul-General, British Consulate-General, 3000 Hanover, Aegidientorplatz 1. (Tel. 26451.) (Telex 203-9-23263 a/b BCGHN D.)

MUNICH – Mr. G. H. Baker, C.M.G., Consul-General, British Consulate-General, 8000 Munich, Akademiestrasse 7-9. (Tel. 348094/5.) (Telex 203-529959 a/b UKMUN D.)

STUTTGART – Mr. I. W. Bell, C.B.E. Consul-General, British Consulate-General, 7000 Stuttgart, Königstrasse 45. (Tel. 293216/8.) (Telex 203-722397 a/b UKST D.)

GHANA – Counsellor (Economic and Commercial), British High Commission, Barclays Bank Building, High Street, P.O. Box 296, ACCRA. (Tel. 64651.)
[*The P.O. Box number must be used for all correspondence.*]

GREECE – Mr. S. Y. Dawbarn, Counsellor (Commercial), British Embassy, 1, Plutarchou Street, ATHENS 139 (Tel. 736211 (10 lines.)) (Telex 2041-216440 a/b 216440 Lion GR.)

SALONIKA – Mr. J. E. R. Little, O.B.E. Consul-Genaral, British Consulate-General, PO Box 332, 11 King Constantine Avenue, Salonika. (Tel. 78006.)

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INDIA, *continued*

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[*Milan is the central point for British trade promotion work in Italy.*]

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[*NOTE – The words *'Tripoli/Benghazi, Libya'* should *not* appear after the B.F.P.O. number as this can give rise to delay.]

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IMPORTANT

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NEW ZEALAND – Mr. R A. Daniell, C.B.E., Counsellor (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, WELLINGTON, C.I. (Tel. 46-060.) (Telex 207-74-NZ3325 a/b NZ3325.)

AUCKLAND – Mr. C. E. Dymond, C.B.E., Counsellor-in-Charge, British High Commission, 9th Floor, Norwich Union Building, Queen Street, Auckland, C.1. (Postal address: Private Bag, Auckland, C.1.) (Tel. 32-973 and 49-646.) (Telex 207-74-NZ2412 a/b Ukrep AK 2412.)

CHRISTCHURCH – Mr. W. J. Rumble, First Secretary - in - charge, British High Commission, P.O. Box 1762, B.N.Z. House, Cathedral Square, Christchurch. ('Tradcom, Christchurch.') (Tel. 30-143.) (Telex 207-74-NZ4428 a/b Ukrep CH 4428.)

NICARAGUA – Mr. F. B. Sedgwick-Jell, First Secretary and Consul, British Embassy, 3rd Floor, Bank of London and Montreal, Avenida Roosevelt 208, MANAGUA, D.N. (Postal address: Apartado 13, Managua, D.N., Nicaragua.) (Tel. 25301/2.) (Telex 201-3420028 a/b Prodmga 3420028.)

NIGERIA – Mr. L. F. Hope, O.B.E., Counsellor (Commercial), British High Commission in Nigeria, Kajola House, 62-64 Campbell Street LAGOS. (Postal address: Private Mail Bag 12136, G.P.O., Lagos, Nigeria.) (Tel. 51630.) (Telex 201-21247 a/b Ukrep, Lagos.)

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KADUNA – The Hon. I. T. M. Lucas, Deputy High Commissioner, Office of the British Deputy High Commissioner, United Bank for Africa Building, Hospital Road (Private Mail Bag 2096), Kaduna. (Tel. 2573/5.)

NORWAY – Mr. G. A. Crossley, Counsellor (Commercial), British Embassy, Thomas Heftyesgate 8, OSLO, 2. (Tel. 563890.) (Telex 2025-11575 a/b 11575 UKOSL N.)

BERGEN – Mr. G. C. Littler, T.D., Consul-General British Consulate, Slottsgaten 1, Bergen. (Tel. 10990.)

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KARACHI – Mr. S. C. Stout, Deputy High Commissioner and Minister (Commercial); Mr. A. C. Dugdale, First Secretary (Commercial), British High Commission, First Floor, Finlay House, McLeod Road, Karachi. (Tel. 230921 (10 lines).)

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QATAR – Mr. P. J. Hurr, Second Secretary (Commercial), H.M. Political Agency, P.O. Box 3, DOHA. ('Political Qatar.') (Tel. 22637.) (Telex 201-DH 205 a/b. Political DH 205.)

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High Commission offices – 'Ukrep' followed by the town name.

SURINAM – *There is an Honorary Vice-Consul at Paramaribo who will be pleased to see business visitors. His name and address is:*

Mr. P. H. Sheppard, P.O. Box 1300, PARAMARIBO.

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BRITISH HONDURAS: The Permanent Secretary, Ministry of Natural Resources and Trade, Paslow Building, P.O. Box 485, BELIZE CITY.

FALKLAND ISLANDS: The Colonial Secretary, STANLEY.

GIBRALTAR: Mr. E .H .Davis, C.M.G., O.B.E., The Financial Secretary, Government Secretariat, Gibraltar. (Tel. A.4580.) (Telex 201-223 a/b Secretariat Gibraltar.)

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SAMOA: Mr. P .W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, APIA, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, MAHE, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

SOLOMON ISLANDS, BRITISH PROTECTORATE: The Comptroller of Customs and Excise, Customs Headquarters, P. O. Box, HONIARA, British Solomon Islands Protecorate.

TASMANIA: Mr. W. T. Loney, National Mutual Buildings, 119 Macquarie Street, HOBART. (Postal address: G.P.O. Box 1068L. Hobart.) (Tel. Hobart 2-2776/7.)

TONGA: Mr. A. C. Reid, C.M.G., British Commissioner and Consul, H.B.M.'s Agency and Consulate, NUKUALOFA.

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Aarhus	Denmark
Abidjan	Ivory Coast
Abu Dhabi	Trucial States
Accra	Ghana
Addis Ababa	Ethiopia
Adelaide	Australia
Aden	Southern Yemen
Alberta	Canada
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baghdad	Iraq
Baltimore	United States
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Bathurst	Gambia
Beirut	Lebanon
Belgrade	Yugoslavia
Belize City	British Honduras
Benghazi	Libya
Benin City	Nigeria
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Bridgetown	Barbados
Brisbane	Australia
Brunei Town	Brunei
Brussels	Belgium
Bucharest	Rumania
Budapest	Hungary
Buea	Cameroon
Buenos Aires	Argentina
Cairo	United Arab Republic (Egypt)
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Conakry	Guinea, Republic of
Copenhagen	Denmark
Dacca	Pakistan
Dakar	Senegal
Dar-es-Salaam	Tanzania
Delhi	India
Detroit	United States
Djakarta	Indonesia
Doha	Qatar
Dubai	Trucial States
Dublin	Irish Republic
Durban	South Africa
Dusseldorf	Germany
Edmonton	Canada
Florence	Italy
Floriana	Malta
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Gaberones	Botswana
Geneva	Switzerland
Genoa	Italy
Georgetown	Guyana
Gothenburg	Sweden
Guatemala City	Guatemala
Guayaquil	Ecuador
Hague, The	Netherlands
Halifax	Canada
Hamburg	Germany
Hamilton	Bermuda
Hanover	Germany
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Ibadan	Nigeria
Istanbul	Turkey
Jedda	Saudi Arabia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Kingston	Jamaica
Kinshasa	Democratic Republic of Congo
Kota Kinabalu	Malaysia
Kuala Lumpur	Malaysia
Kuching	Malaysia
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenco Marques	Mozambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lubumbashi	Democratic Republic of Congo
Lusaka	Zambia
Lyons	France
Madras	India
Madrid	Spain
Mahé	Seychelles
Malmo	Sweden
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Manama	Bahrain
Manila	Philippines
Marseilles	France
Maseru	Lesotho
Mbabane	Swaziland
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Milan	Italy
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Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
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Munich	Germany
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Nairobi	Kenya
Nassau	Bahamas
New Delhi	India
New York	United States
Nice	France
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga
Oporto	Portugal
Osaka	Japan
Oslo	Norway
Ottawa	Canada
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Panama City	Panama
Paris	France
Peking	China
Perth	Australia
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Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Sofia	Bulgaria

Place	Country
Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Suva	Fiji
Sydney	Australia
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Tananarive	Malagasy Republic
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Cinema admissions and takings in October, 1969

DURING OCTOBER, counted as a 4 week period, the weekly average of admissions to cinemas in Great Britain was 4·21 million and the weekly average of gross box office takings was £1.20 million.

British Film Fund Agency returns

THE BRITISH FILM FUND AGENCY has published the following information for the eight weeks ended November 29, 1969:

	£	£
Distributors' earnings submitted:		
High cost films	965,892	
Low cost films:		
Eligible (after multiplying by 2½	5,039	
Not eligible for 2½ times rental	7,908	
		978,839
Films of less than 3,000 ft. (after multiplying by 2½)		29,636
		£1,008,475
Levy collections paid to Agency by HM Customs and Excise to December 8, 1969 together with an estimate of collections approximately covering entertainments for eight weeks ended November 29, 1969		£610,700

The first interim allocation for the thirteenth distribution period will be at the rate of 40 per cent.

Retailers' stocks in November

THE VALUE of stocks held by retailers at the end of November were 9 per cent higher than in the corresponding month of 1968, the same increase as that recorded in the previous three months.

In volume terms, retailers' stocks showed an increase on a year earlier of 4 per cent, a similar increase to those of September and October.

Estimate of levels and percentage increases in retailers' stocks

Index numbers (end 1960 = 100) *and Percentage increase on a year earlier*
(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154	153	164	176	157
1969	151	155	168	166	170	168	162	168	167	179	192	
1968	*2*	*2*	*5*	*5*	*6*	*6*	*8*	*8*	*9*	*10*	*11*	*13*
1969	*11*	*12*	*11*	*10*	*9*	*10*	*10*	*9*	*9*	*9*	*9*	
At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128	128	136	146	130
1969	124	127	136	134	138	135	130	134	133	142	152	
1968	*1*	*1*	*4*	*2*	*3*	*2*	*4*	*4*	*5*	*5*	*6*	*8*
1969	*5*	*6*	*5*	*5*	*4*	*5*	*5*	*5*	*4*	*4*	*4*	

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

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Exhibitions and Fairs

'Astonishing results' at British Engineering and Scientific Week in Tel Aviv

A report from the British Embassy, Tel Aviv

THE BRITISH Engineering and Scientific Exhibition held at the Tel Aviv International Trade Fairgrounds from December 9-16 surpassed all expectations and must be counted as one of the most successful shows of this kind ever held in terms of immediate business.

At the opening ceremony, Lord Brown, Minister of State, Board of Trade, spoke of the increasing technological and scientific co-operation between Israel and Britain. Israel's deputy Minister of Finance, Mr. Zvi Dinstein, attended on behalf of the Israel Government. Also present among the distinguished guests at the opening ceremony was Mr. Haim Bentoff, the outgoing Israeli Minister of Housing.

The exhibition, which was arranged from start to finish in the unusually short time of 10 months, was the largest British showing ever put on in the Eastern Mediterranean area. It encompassed machine tools, packaging machinery, textile machinery, agricultural and construction equipment and general engineering, together with scientific instruments and electronics. The joint sponsors were the Scientific Instrument Manufacturers' Association and the London Chamber of Commerce. Four pavilions totalling nearly 50,000 sq. ft. were used, together with outside space and two lecture halls each seating 400. Admission was by invitation only, so that the quality of the attendance was assured. Over 22,000 personal invitations were sent out in advance, and many more were issued on request to professionally interested visitors. Many made more than one visit.

Mission from Britain

As a build-up to the exhibition, two missions were sent to Britain: the first consisted of a five-man machine tool experts' mission, accompanied by the Second Secretary (Commercial) in the British Embassy, Tel Aviv, and the second was made up of a team of three economic journalists who made a tour of British industries and commercial and financial institutions. A series of prestige lectures was given during the exhibition by distinguished lecturers from the United Kingdom: Sir John Hill, chairman of the United Kingdom Atomic Energy Authority, spoke on nuclear power; Mr. Charles Flursheim on power transmission; Mr. E. C. Williams, chief scientist at the Ministry of Technology, on operational research; Sir Paul Reilly, director of the Council of Industrial Design, on design in Britain; and Professor R. M. Kenedi of Strathclyde University on bio-medical engineering. In addition, lectures and films were given by representatives of a number of the exhibiting firms during the course of the week. In the main lecture hall, the British Council staged a scientific and technological book exhibition.

In addition to visitors from Israel, small missions from Iran, Turkey, Cyprus and Greece were specially invited as guests of the British National Export Council. This was a successful venture resulting in potential business both in direct sales and the taking on of agencies in the countries concerned. Another interesting visit was arranged by the newly founded Jerusalem branch of the Anglo-Israel Chamber of Commerce, who took the opportunity to bring a delegation of 25 Arab visitors from East Jerusalem and the West Bank as one of their first official activities.

Lord Brown visiting one of the open sites at the British Engineering and Scientific Exhibition, Tel Aviv.

At the end of the exhibition, over £3 million sterling worth of business had been concluded, with many hundreds of inquiries still outstanding on which work on quotations has to be done. The machine tool exhibitors, who formed the showpiece of the exhibition, occupying an entire hall of 12,000 square feet, reported extraordinary successes. One large group sold its entire exhibit twice over and a lathe manufacturer sold in this one week more than twice as much as in the rest of 1969, and is expecting 1970's figures to be 20 times as high as in previous years. The trend in machine tools in Israel is towards sophisticated, labour-saving machines and the numerically controlled machine tool firms all did excellent business.

On the scientific and electronics side also, a good deal of interesting business was done, and excellent new contracts both in the academic field and industry were made. One firm, specializing in advanced technology printed circuitry, has decided to set up a factory in Israel because demand is so strong. Many exhibitors in these fields were surprised not only by the volume of the inquiries they received, but also by the extent of sophisticated knowledge of their Israeli visitors.

In the more general fields of engineering, one firm has decided to stage its own medical cryogenics exhibition at the Weizmann Institute, and another was invited to arrange a consortium in the United Kingdom to bid for a £4 million chemical contract. One exhibitor, who manufactures stone surface treating machines, sold his entire exhibit to the president of a firm in Arizona, United States, who was on holiday at the time, with the prospect of further orders. The packaging machinery firms all did exceptionally well with very large orders, and the results of the textile machine exhibitors were limited only by the amount of machines they could supply.

In all spheres, the volume and quantity of inquiries received resulted in the exhibiting firms going home well contented with the results and with a determination to exhibit on further occasions in Tel Aviv or to visit the market more frequently than before. The exhibition has served as a fillip to the interest of Israelis in British industry, and *vice versa*. There is no doubt that the British Engineering and Scientific Exhibition, 1969, in Tel Aviv has been the most successful, most discussed and most fruitful trade promotion ever staged in this country which, in spite of its size, has bought £100 million sterling worth of f.o.b. exports from Britain in 1969.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters' Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Come to the HTF

In January 1970 the International Hardware Trades Fair will be held at Olympia London for the 16th consecutive year. Established as one of the World's great trade fairs, the HTF provides an unrivalled market place for all those engaged in the hardware trade. Hand tools, Housewares, Ironmongery, Hardware, everything involved in equipping and maintaining home and garden are included in the 30,000 products exhibited by manufacturers from 80 different countries. If you are in hardware join the 40,000 buyers who will visit the 1970 HTF. There you will find the goods and make the commercial connections vital to the expansion of your own business.

Your visit will be smoothly organised if you write to:—

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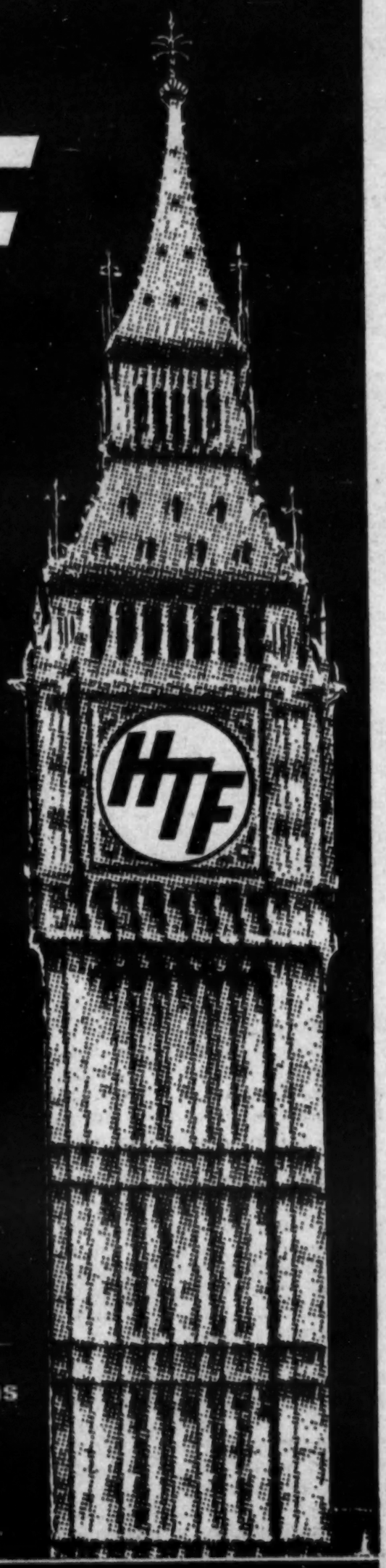

THE INTERNATIONAL HARDWARE TRADES FAIR
OLYMPIA · LONDON
26 - 30 JANUARY 1970

British silverwear in the silver department on the special display during the British promotion at Woodward and Lothrop. See description on page 110.

FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555),

They are:

'Shop Windows for Exports.' **A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.**

'The Friendly Invasion.' **This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.**

'Call Export Intelligence.' **A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film,**

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Left: Trooper Tom McClean, a British soldier who rowed the Atlantic alone, points out an exhibit to Admiral of the Fleet, Earl Mountbatten of Burma, at the 16th International Boat Show on January 7. Right: The new Decca Super 101 radar, here seen on Mr. Kenneth Purser's 'Samantha IV', which replaces the Decca 101 at this year's Boat Show, has an 18 mile range brighter picture, anti-rain control improving both short-range definition and long-range performance and distinctive new styling. The Decca Super 101 benefits from the seagoing experience and inherits the reliability of over 5,000 Decca 101's, which, selling to almost as many work-boat as pleasure-boat owners, has been particularly popular in America, where it won the American National Marine Electronics Association Annual Award for performance and reliability for the last two years.

Boat firms' record exports hit American market

AN EXPORT BOOST of 60 per cent was achieved by Britain's 'growing and thriving' boat industry during 1969, achieving a record total of £13,100,000, said Earl Mountbatten when he officially opened the biggest International Boat Show yet at Earls Court, London, on January 7. 'The show is growing in importance, attendance and exhibits,' he said, with a record 728 exhibits this year displayed by nearly 500 firms.

The industry's exports appear to have made their greatest impact on the American market, where sales of British boats doubled to £9 million last year. Mr. John Fenn, a director of the Ship and Boat Builders National Federation, organizers of the show, sponsored by the *Daily Express*, said that the United States was taking as much 'specialized hardware' – sails, masts, blocks, reefing gear and winches – as could be turned out. Twenty-three per cent of the industry's turnover was for export, he said.

A wave of export orders announced on the opening day of the show underlined the importance of the boat industry in Britain's export trade. These include overseas contracts worth well over £700,000 for more than 3,500 Scooter Skis, the bulk of which come from the United States, where the distributors, Nouveau Products Corporation of Avon, are anxious to secure distribution rights for the next five years. The first batch of a total of 2,500 Scooter Skis required by Nouveau Products is now being rushed to the United States. Deliveries begin next month to Italy and Sweden, where initial orders will amount to around 1,000 craft. Other substantial contracts are being negotiated with distributors covering United States service bases in Europe.

Export sales of £182,000 were also clinched by the Avon Rubber Co., of which 95 per cent were to the United States. Most of these were for the company's new Sportboat range.

Typical of United Kingdom boat builders' determination to obtain an impressive share of the profitable American market are the sales efforts of the firm of Vosper Thornycroft, who are showing their Mini-fin stabilizer at the show. In its first year on the market the stabilizer is selling well in the United States, where Vosper Inc., a new subsidiary, has set up a comprehensive marketing organization with distributors on both the east and west coasts. More than $650,000 worth of sales were made in the first three months of operation, and the company hopes to extend this pattern of selling to other parts of the world.

The Tyler Boat Co. Ltd. also reports a thriving export trade, with orders for boats from Germany, Greece, Switzerland, the United States and Bermuda. Their glassfibre yachts account for a turnover of approximately £1 million, of which about 70 per cent is exported.

Mr. Goronwy Roberts, Minister of State, Board of Trade, visited the Show on January 8. One of his visits was to the Board of Trade/HM Coastguard stand which is being well patronized. Yachtsmen come on to the stand, read the display panels, study the photographs, watch the safety at sea TV 'filler' films which are projected continuously, study the communications and other modern equipment, and – most valuable of all – chat with the experienced coastguards manning the stand.

The object of the exercise is to inform yachtsmen of their responsibilities when putting to sea, to show them what facilities are available free of charge merely by getting in touch with their nearest coastguard station, and to demonstrate the vital co-ordinating role of the Coastguard Service, in liaison with other rescue organizations, when an incident has been reported at sea.

The Boat Show is the big market where many British and Continental boatbuilders take their orders for the following 12 months – 'a multi-million pound exercise,' to quote the comment of the organizers. Last year 8,000 overseas visitors came to the show and ordered hundreds of boats. If the crowds of visitors flocking to inspect exhibits this year are sustained, business for the British boat industry should be even better during 1970.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Monday to Fridays. (Tel. 01-248 5757, Ext. 368, or Telex No. 886143.)

Major British promotion's impact on lucrative Washington market

by C. V. Anson, Third Secretary (Commercial), Commercial Department, British Embassy, Washington, D.C.

SALES OF British merchandise at least 50 per cent above normal have been reported by officials of the Woodward and Lothrop store – the largest department store in Washington, D.C. – during their British promotion which, took place between October 27 and November 8. Woodward and Lothrop have ten stores in the city and the surrounding suburbs, all of which took part in the most comprehensive promotion of British consumer goods ever held in the Washington area.

The idea of a British promotion at Woodward and Lothrop was first discussed in December 1967, when senior executives of the store approached the Commercial Department of the Embassy in Washington. Woodward and Lothrop already carried a substantial number of British goods, primarily in the men's and women's ready-to-wear departments and in the giftware, silverware and furniture departments. Over the last eighteen months, the store worked closely with the Board of Trade in London, the British Embassy in Washington, and the Trade Development Office in New York in preparing display and other features and in developing ideas for new lines of British merchandise that could be carried at Woodward and Lothrop during their promotion. Purchases of British goods by Woodward and Lothrop in 1969 were over 80 per cent more than in 1968.

Mr. John Freeman, the British Ambassador and Mrs. Freeman, opened the promotion on the morning of October 27, and were shown around the store afterwards by Mr. Ed Hoffman, president of Woodward and Lothrop. All branches of the store were decorated with British flags and banners and other promotional material, most of which was provided by the Board of Trade. In the main 'downtown' store where the promotion was concentrated, the ground floor was decorated with specially designed Gothic arches and on another floor a British pub was reproduced in full detail and fitted out with tables, bars, and pub antiques bought in Britain. Other attractions during the promotion included the town crier from Lambeth, Alfie Howard; a weaver from the Otterburn Mill in Carlisle; an exhibition of the work of the Royal College of Art; and a London double-decker 'bus which brought people from all parts of the city into the store to see the promotion.

In the 'downtown' store every display window contained British goods, and inside the store display stands were devoted to British merchandise in many departments. Officials of the store said that they were delighted with the impact that the promotion had had on the city. Traffic through the store had increased considerably during the two weeks of the promotion and sales of British merchandise alone were at least 50 per cent above normal. Woodward and Lothtrop felt certain that the promotion would have a continuing effect on sales of British goods. As so much of the British merchandise stocked by the store consisted of high quality goods, officials of the store felt that the full effects would take some time to work themselves through . for instance, a customer who saw and liked a British dress priced at $120 (£50) during the promotion would not necessarily decide to buy it on the spot but might well do so at a later stage.

The promotion gave British manufacturers useful exposure in a lucrative market and was successful in introducing a wide range of British goods to a metropolitan area which has the fifth highest per capita income level in the United States after San Francisco, New York, Los Angeles and Chicago.

Houston store promotion —Foley's features Britain

A WIDE RANGE of British food, specialities, silverware and jewellery, pottery, china and glassware, with table placings chosen by celebrities, was displayed at 'Great, Great Britain – As You Like It', the British promotion by Foley's 'downtown' store in Houston, held from November 3 to 15. Organized in association with the promotions at Strawbridge and Clothier in Philadelphia, and Woodward and Lothrop in Washington, this was the first major British store promotion in Houston for five years. In addition to the special displays, British goods were on show in the toy, fashion, men's and women's wear, and boot and shoe departments.

The London pub, selling Watney's Red Barrel beer and fish and chips, proved highly successful, while considerable interest was created by exhibitions of the work of the Royal College of Art and of London schools of art, by British craftsmen at work, and by the appearances of Alfie Howard, the town crier.

Foley's associated themselves with a full programme of supporting cultural and social events, including a concert, a Shakespeare production, the annual Consular Ball, a visit to Houston by the 'Flying Scotsman' exhibition, and several appearances by visiting celebrities, among them Mr. John Freeman, the British Ambassador to the United States.

The promotion was planned in co-operation with the British Consulates-General in New York and Houston, the Board of Trade, and the Associated Merchandising Corporation, the group to which Foley's belong, using display material supplied by the Board of Trade and the Central Office of Information in London, and by Foley's own expert display production centre.

Closure of British Week Office Tokyo

BRITISH WEEK Office in Tokyo will close down on January 22. Future commercial inquiries should be addressed to the Counsellor (Commercial) British Embassy, 1 Ichibancho, Koijmachi. Chiyoda-ku, Tokyo.

'Supplies Supplies' exhibition at Design Centre

AN EXHIBITION entitled 'Supplies Supplies' was opened on January 6 at The Design Centre in London by Mr. John Silkin, Minister of Public Building and Works. The exhibition illustrates the design policy of the Supplies Division of the Ministry of Public Building and Works and includes a wide range of products purchased, commissioned or developed for Government offices, residential accommodation, the armed services, museums and embassies. The aim of the exhibition is to show how the MPBW – the largest purchaser of furniture in the United Kingdom – promotes good design, industrial efficiency and the use of new materials and production techniques through its purchasing activities. Arranged by the Supplies Division of the Ministry of Public Building and Works in collaboration with the Council of Industrial Design, the exhibition will be open to the public until February 14.

The Supplies Division purchases each year more than £20 million worth of furniture and furnishings, 2½ million yards of furnishing fabrics and linoleum, 5 million pieces of crockery, and 4 million pieces of glassware, in addition to large quantities of office equipment, carpets, kitchenware, cutlery, household linen and domestic equipment. The primary objective of the MPBW's purchasing policy is to secure the best value for the money spent while providing positive encouragement to make British industry efficient and competitive both at home and overseas. The Ministry takes every opportunity to use public purchasing to encourage improvements in productivity, design and technology.

British store promotion in Auckland next October

MILNE AND CHOYCE LTD., the old-established and well-known retail store, of Auckland, New Zealand, are holding a Store-wide British Promotion in October.

This will be the first entirely British Promotion to be held by any Store Group in New Zealand for a very long time.

To implement this, and to ensure its success, Mr. R. S. Milne, chairman and managing director, will be in London from the middle of January, accompanied by his son, Mr. D. Milne, fashion merchandise controller.

All trade inquiries should be addressed to David Jones Ltd., 315 Regent Street, London, W1R 8AN, who handle Milne & Choyce's United Kingdom requirements.

STORES: Auckland, Hamilton, Rumuera, Lynall, Takapjma.

Big export orders expected at Hotelympia 70

EARLY VISITORS to the Hotelympia 70 exhibition at Olympia, London, were 20 Yugoslav hotel specialists. First among the several overseas buying missions expected to attend the show, the Yugoslav party, said a spokesman of the exhibition organizers, could place more than £100 million worth of business with British catering interests. At least 100 new hotels are being planned for Yugoslavia in the next two years.

Attendance at the last Hotelympia – held every other year – was about 100,000, with visitors coming from about 46 countries, and the organizers were optimistic from figures available as the *Journal* went to press that comparable or even better results would be achieved this year.

Over 1,500 British and overseas manufacturers on 300 trade stands are showing well over a quarter of a million products, ranging from the latest cookery and food service installations, foodstuffs, furnishings and fabrics to drinks and bar equipment, uniforms, cutlery, carpets and crockery, at this year's Hotelympia, claimed to be the world's largest exhibition for the hotel and catering industries. Prominent among these are new developments in convenience foods and in new types of equipment for storing, cooking and reheating them, with a strong trend towards modular units aimed at standardizing equipment sizes.

Hotelympia, which opened on January 6 and will end on January 15, is promoted by *Caterer and Hotelkeeper*.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Anglo-Polish Trade, 1970

THE FOLLOWING quotas have been established for Polish goods for import into the United Kingdom during the period January 1, 1970 to December 31, 1970.

Quota	Description		Value £'000 c.i.f. unless otherwise specified
1	Bacon		Tons 50,310 (†)
2	Butter		Tons 8,660 (†)
3	Canned or fully cooked meat		4,460
	(i) Ham and pork loin	2,225	
	(ii) Other pigmeat	2,000	
	(iii) Poultry	235 (‡)	
4	Dried, salted, smoked, pickled or cooked open pack meat		500
5	Cheese		140
6	Lactose		p.m.
7	Potatoes:		
	(i) New		p.m.
	(ii) Other		p.m.
8	Poultry, fresh or frozen		p.m. (‡)
9	Jams and jellies (of which not more than 1,100 tons for blackcurrant, raspberry and strawberry taken together)		Tons 1,500
10	Canned or bottled fruit grown in Poland including preserved cherries in barrels (of which not more than £80,000 for strawberries, raspberries and blackcurrants taken together)		280
11	Fruit juices, sweetened or unsweetened and fruit must:		75
	Apple, blackcurrant and pear juices and syrups	40	
	Fruit must of apples, blackcurrants and pears	35	
12	Pulp of fruit grown in Poland (of which not more than 750 tons for strawberry and raspberry taken together and not more than 200 tons for blackcurrants)		Tons 2,400
13	Apples and pears		Tons 225 (§)
	Period: January 1 to June 30	165 tons	
	Period July 1 to December 31	60 tons	
14	Deep frozen fruit (of which not more than 75 tons each for strawberries and raspberries and not more than 600 tons for blackcurrants)		Tons 1,400
15	Fresh vegetables not elsewhere specified in this List		Tons 400
16	Frozen vegetables, other than potatoes		Tons 300
17	Canned or bottled vegetables other than potatoes		70
18	Dried vegetables, other than potatoes		100
19	Vegetables preserved in vinegar or acetic acid (including mixed pickle and chutney) containing any beetroot cauliflower or onions		250
20	Vegetables provisionally preserved containing cauliflower or onions		125
21	Onions including shallots (of which not more than 10,000 tons during the period August 1 to November 30)		Tons 35,000
22	Sporting ammunition		5
23	Table and fancy pottery (of which not more than £15,000 for ornamental ware)		130
24	Flat glass 3 mm. nominal thickness and less		100
25	Glass Christmas tree ornaments		60
26	Handicraft textile articles (subject to type) including hand painted table covers		20
27	Toys and games		260
28	Matches		20
29	Textile haberdashery (subject to type)		50
30	Fabrics and made-up goods (other than clothing lace or net) of cotton		122·5
31	Fabrics and made-up goods (other than clothing) of wool		20
32	Fabrics and made-up goods (other than clothing, lace or net) of man-made fibres		250
33	Plush fabrics (for which not more than £40,800 for fabrics made wholly or mainly of cotton)		150
34	Linen fabrics and manufactures thereof:		
	(i) Linen tea towels and tea towelling		Sq. yds. 90,000
	(ii) Other		41
35	Ready-made clothes of textile materials (of which not more than £71,400 for clothes wholly or mainly of cotton)		825
36	Stockings and socks		100
37	Tanned pigskins		175
38	Rough tanned and finished calfskins		20
39	Leather gloves		20
40	Rubber footwear		75
41	Enamelled hollow-ware		60
42	Cutlery and parts (of which not more than £20,000 for stainless steel cutlery and parts)		35
43	Alarm clocks		Units 45,000
44	Aircraft of an all-up weight over 4 500 lb.		p.m.
45	Bicycles and parts		30
46	Motor bicycles, scooters, mopeds and parts		10
47	Electronic valves and tubes, and semi-conductors (of which not more than £10,000 for semi-conductors)		100
48	Transistorized radio and television receivers		30
49	Man-made fibres, staple and filament (subject to type)		200
50	Cotton tents		7·5
51	Grass seed		10 (ll)
52	Hat bodies		5

Notes
(†) Basic quotas for the period April 1, 1969 to March 31, 1970, under the general arrangements for this commodity.
(‡) Imports subject to the Poultry Carcases Landing Order, 1955.
(§) Licences will be allocated by the United Kingdom authorities.
(ll) Subject to quality control.

Trade between the United Kingdom and East Germany: correction

QUOTA LISTS for trade between the United Kingdom and East Germany during 1970 were published in the *Board of Trade Journal* of December 17, 1969 (page 1684). In List B against quota 9 (tents made wholly or mainly of cotton) the figure of 75 (thousand pounds) should be amended to read 7·5 (thousand pounds).

Denmark and Rumania

A PROTOCOL to the long-term trade agreement between Denmark and Rumania covering the period from January 1 to December 31, 1970, was signed in Copenhagen on December 4, 1969.

During 1970 Danish exports to Rumania will include breeding cattle, fish and fish products, chemical and pharmaceutical products, raw hides and skins, machinery, ships equipment, and scientific and medical apparatus and instruments.

Rumanian exports to Denmark during the same period will include fodder grain, fruit and vegetables, textiles, leather footwear, glass and glass containers, electric motors and furniture.

Commodity lists are available for inspection at the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 458, 459 and 461).

Denmark and Hungary

A LONG-TERM TRADE agreement between Denmark and Hungary covering the period January 1, 1970 to December 31, 1974, was signed in Copenhagen on October 20, 1969.

Danish exports to Hungary during 1970 will include machinery, fish and fish products, pharmaceutical and chemical products, precision instruments, optical and electrical instruments, raw hides and pelts and paper and paper goods. Hungary's main exports to Denmark will include textile piece-goods and articles, gloves, footwear, oil cloths and artificial leather, aluminium wires and cables, welded steel tubes and period furniture.

Commodity lists for 1970 are available for inspection at the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

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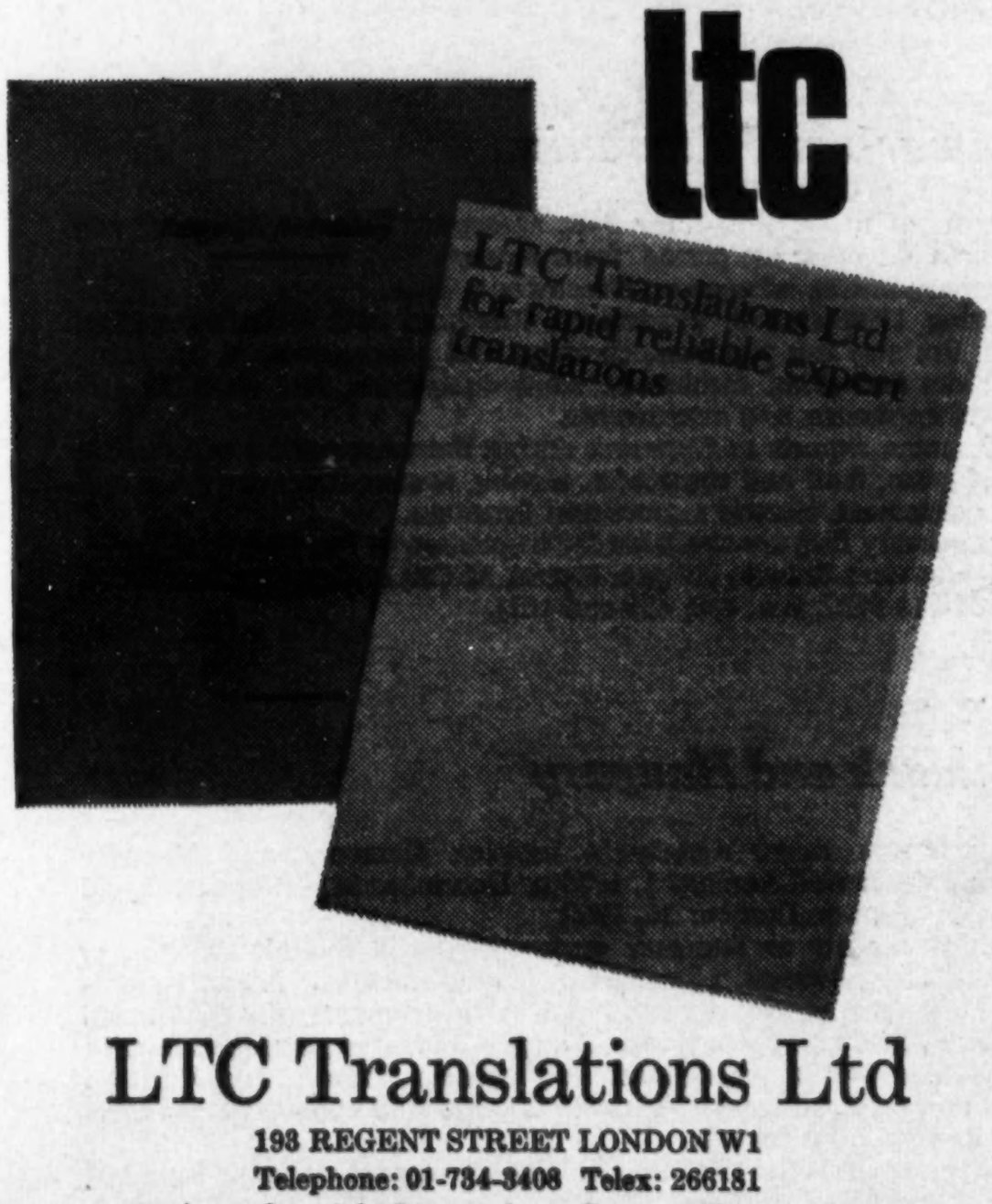

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Denmark and Bulgaria

A TRADE AGREEMENT between Denmark and Bulgaria for 1970 was signed in Copenhagen on November 6, 1969.

The commodity lists for Danish exports to Bulgaria include fish and fish meal, beef, tinned meat, powder milk and other dairy products, sugar beet seeds, sports articles, chemical and pharmaceutical products, machines and spare parts for the cement industry, textile and pharmaceutical products, machines and spare parts for the cement industry, textile and dyeing machines, insecticides, etc., machines and spare parts for the food industry, equipment for ships, ships (including fishing smacks), medicinal apparatus, breeding cattle, raw hides and skins and books.

Bulgarian exports to Denmark will include honey, vegetables, fruit, maize, wheat, tinned fish, sugar goods, marmalade, fruit juice, wine, gloves, fur clothing, wickerware, textiles, rubber footwear, wall tiles, window glass, welded pipes, electric motors, furniture and Bulgarian food specialities.

Commodity lists (in Danish) are available for inspection at the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

Norway and Poland

A PROTOCOL to the Trade Agreement for 1968-1970 was signed in Oslo on November 8, 1969 and covers trade during 1970.

Norwegian exports to Poland during this period will include fish and fish products, chemicals, pulp, paper and board, iron ore, iron and steel and machinery of all kinds. Polish exports will include mineral oils, textile piece goods, household linen, clothing and ladies' stockings.

Commodity lists can be inspected at the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (0702) 49421, Ext. 316 or Imports and Re-exports, Ext. 314 for Exports, Telex 99112 CUSEX Southend).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list is given on page 238 of July 23 issue of the Board of Trade Journal.

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Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ALGERIA

Bulletin 1/70

ALGERIAN STATE EDIBLE OILS ORGANIZATION:
Construction of Olive Canning Plant. January 31. E.S.B. 53756/69/J.

Bulletin 3/70

ALGERIAN HYDRAULICS AUTHORITY:
Feasibility Study. January 31. E.S.B. 50049/69/J.

Bulletin 4/70

PORT OF ORAN AUTHORITY:
Study and Repair of Quay Walls. February 16. E.S.B. 50039/69/J.

ARGENTINA

Bulletin 1/70

INSTITUTO DE DESARROLLO DEL VALLE INFERIOR (UDEVI):
***7s. (In Spanish.) Earth Moving Tractors. January 27. E.S.B. 53874/69/J.**

Bulletin 2/70

SERVICIOS ELECTRICOS DEL GRAN BA (SEGBA):
***25s. (In Spanish.) Cable and Connections. January 27. E.S.B. 53787/69/J.**
***53s. (In Spanish.) Cable and Accessories. January 27. E.S.B. 53788/69/J.**
***43s. (In Spanish.) Transformers January 27. E.S.B. 53789/69/J.**

AUSTRALIA

Bulletin 1/70

DEPUTY ASSISTANT DIRECTOR GENERAL (SUPPLY):
***11s. Switchboards and Relays. January 27. E.S.B. 53731/69/J.**

Bulletin 2/70

***9s. Drilling Machine. (Further Information.) E.S.B. 52592/69/J.**
CENTRAL CONTRACT BOARD:
***21s. Airport Lights. January 27. E.S.B. 53794/69/J.**
MELBOURNE AND METROPOLITAN BOARD OF WORKS:
***42s. Pile Drivers. (Further Information.) E.S.B. 52588/69/J.**
STATE ELECTRICITY COMMISSION OF VICTORIA:
***20s. Radio Paging System. February 16. E.S.B. 53492/69/J.**
POSTMASTER-GENERAL'S DEPARTMENT:
Transmission Testing Equipment. February 12. E.S.B. 53965/69/J.
Data Acquisition System. January 27. E.S.B. 53964/69/J.
Transmission Testing Equipment. February 10. E.S.B. 53967/69/J.
DEPARTMENT OF RAILWAYS NSW:
Motor Cars, Electric. March 4. E.S.B. 53873/69/J.
ELECTRICITY COMMISSION OF VICTORIA:
***59s. Transformers. (Further Information.) E.S.B. 52587/69/J.**

Kenneth Forbes (Plastics) Ltd., the independent plastics fabricating company based at Downham Market, Norfolk, has received orders worth £20,000 for the supply of polypropylene bulk acid containers to the Middle East. These orders have been placed by Halliburton Ltd., one of the world's biggest suppliers of equipment to the oil business, and particularly companies drilling for oil and gas. The tanks, called Propatanks, are being sent to the Gulf for transporting hydrochloric acid for acidizing oil wells. Picture shows one of the containers at Great Yarmouth where Halliburton Ltd., keep a number for transporting acid to gas drilling platforms in the North Sea.

DIRECTORATE-GENERAL (SUPPLY):
***16s. Cable Group Translating Liner and Repeater Equipment. February 17. E.S.B. 53769/69/J.**
Transmission Testing Equipment. February 5. E.S.B. 53972/69/J.
QUEENSLAND RAILWAYS:
Open Wire Carrier Telephone System. February 10. E.S.B. 53770/69/J.

Bulletin 3/70

POSTMASTER-GENERALS DEPARTMENT:
Testing Equipment. February 17. E.S.B. 53938/69/J.
***1s. (Summary Specification.) Cooling Towers. March 16. E.S.B. 50006/70/J.**

Bulletin 4/70

SOUTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
Cubicle Substations. January 29. E.S.B. 53830/69/J.
OVERSEAS TELECOMMUNICATIONS COMMISSION (AUSTRALIA):
***96s. Telecommunications Equipment. February 2. E.S.B. 50028/69/J.**
COMMISSIONER FOR RAILWAYS:
***14s. (Further Information.) Wire Carrier Telephone System. E.S.B. 53770/69/J.**

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments' summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only* £10 10s.

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room H19, Hillgate House,* 35 *Old Bailey, London, E.C.*4 *(Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

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BURMA

Bulletin 254/69

PEOPLE'S OIL INDUSTRY:
*5s. Cranes. January 30. E.S.B. 53295/69/J.
*3s. Chain Slings. March 15. E.S.B. 53419/69/J.

Bulletin 1/70

CONSERVATOR OF FORESTS, FOREST RESEARCH AND TRAINING CIRCLES:
*3s. Measuring Tape Refills. January 31. E.S.B. 53448/69/J.
TEXTILE MILLS (IDC):
*3s. Dyestuffs: Chemicals Textile Auxiliaries. January 31. E.S.B. 53714/69/J.
MYANINA EXPORT IMPORT CORPORATION:
*5s. Sanitaryware and Fittings. January 29. E.S.B. 53299/69/J.
*7s. Drawing Office Equipment. January 31. E.S.B. 53420/69/J.
*4s. Prescure Gauges. January 31. E.S.B. 53423/69/J.
*3s. Nylon Socks. January 31. E.S.B. 53447/69/J.
*5s. Packings. February 4. E.S.B. 53452/69/J.
*2s. Hydraulic Jacks. February 3. E.S.B. 53409/69/J.
*3s. Fire Fighting Equipment. March 15. E.S.B. 53418/69/J.
*20s. Cranes. February 20. E.S.B. 53482/69/J.
*3s. Steel Angle Iron: Steel Channel. March 15. E.S.B. 53484/69/J.
*3s. Diesel Engine Compression Tester. February 6. E.S.B. 53498/69/J.
*3s. Pump Testing Bench. February 6. E.S.B. 53500/69/J.
*3s. Lapping and Reconditioning Machine. February 6. E.S.B. 53499/69/J.
*3s. Grinding Wheels. January 30. E.S.B. 53772/69/J.

Bulletin 2/70

ELECTRICITY SUPPLY BOARD:
*27s. Cable. March 11. E.S.B. 53494/69/J.
PORT OF RANGOON MANAGEMENT BOARD:
*2s. Electric Drills. February 6. E.S.B. 53711/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. Wire Rope. February 28. E.S.B. 53841/69/J.
*3s. Electrodes. February 15. E.S.B. 53849/69/J.
*5s. Engine Spare Parts. February 28. E.S.B. 53839/69/J.
*4s. Dispenser Spare Parts. February 18. E.S.B. 53840/69/J.
*3s. Steel Cylinders. March 15. E.S.B. 53496/69/J.
*3s. Aircraft Dispensing Units. February 15. E.S.B. 53835/69/J.
*3s. Screws. January 31. E.S.B. 53831/69/J.
UNION OF BURMA RAILWAY BOARD:
*Lamps. February 3. E.S.B. 53765/69/J.

Bulletin 3/70

*2s. Chain Testing Machine. January 27. E.S.B. 53994/69/J.
PUBLIC WORKS CORPORATION:
*5s. Pipes and Fittings. January 30. E.S.B. 54000/69/J.
MYANMA EXPORT-IMPORT CORPORATION:
*4s. Pipes. January 31. E.S.B. 53999/69/J.
PEOPLE'S BAWDWIN INDUSTRY:
*3s. Rubber Packings. March 20. E.S.B. 54107/69/J.
*3s. Expanded Metal. March 20. E.S.B. 54108/69/J.
*3s. Steel. March 20. E.S.B. 54109/69/J.
*3s. M.S. Flat. March 20. E.S.B. 54110/69/J.
*3s. Steel Bar and Square. March 20. E.S.B. 54111/69/J.
*3s. Wire Netting. March 20. E.S.B. 54112/69/J.
*3s. Nails. February 28. E.S.B. 54114/69/J.
MUNICIPAL CORPORATION:
*4s. Hand Tools. January 31. E.S.B. 54115/69/J.
*2s. Chlorine and Cylinders. January 31. E.S.B. 54119/69/J.
*3s. Sulphur. March 15. E.S.B. 54135/69/J.
*3s. Copper Sulphate. March 15. E.S.B. 54134/69/J.
*3s. Xanthates. March 15. E.S.B. 54133/69/J.
*3s. Steel Grinding Balls. March 15. E.S.B. 54136/69/J and 54138/69/J.
*3s. Packing Materials. March 15. E.S.B. 54139/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. Stuffing Boxes and Fittings. February 3. E.S.B. 54150/69/J.
*5s. Dies and Chasers. February 2. E.S.B. 54151/69/J.
PUBLIC WORKS CORPORATION:
*5s. Pipes and Fittings. February 3. E.S.B. 53997/69/J.
*6s. Pipes and Fittings. February 2. E.S.B. 53998/69/J.
*16s. Stone Crushing Plant. February 2. E.S.B. 54102/69/J.
*3s. Wire Binding. March 15. E.S.B. 54144/69/J.
*4s. Pressure Recorders. February 4. E.S.B. 54145/69/J.
*3s. Laboratory Equipment. February 14. E.S.B. 54146/69/J.
*4s. Chain and Pulley Blocks; Chain. February 3. E.S.B. 54147/69/J.
*3s. Helmets. February 3. E.S.B. 54148/69/J.
*3s. Floodlights; Searchlights. February 2. E.S.B. 54130/69/J.
*4s. Ball and Roller Bearings. February 3. E.S.B. 54131/69/J.
*4s. Electrical Supplies. February 2. E.S.B. 54140/69/J.
*4s. Fuse Wire. February 3. E.S.B. 54141/69/J.
*3s. Pipes. March 15. E.S.B. 54142/69/J.
*3s. Nickel Chrome Wire and Ribbon, Tinned Steel Wire. February 4. E.S.B. 54129/69/J.
*3s. Distribution and Junction Boxes. February 2. E.S.B. 53991/69/J.
METAL PLANNING COMMITTEE:
*12s. Refractory Materials. February 6. E.S.B. 53983/69/J.
ELECTRICITY SUPPLY BOARD:
*7s. Steel Pipes and Fittings. February 6. E.S.B. 53985/69/J.
MINISTRY OF DEFENCE:
*5s. Stationery. January 31. E.S.B. 54113/69/J.
INDUSTRIAL DEVELOPMENT CORPORATION:
*5s. Workshop Equipment. February 15. E.S.B. 53992/69/J.
UNION OF BURMA RAILWAY BOARD:
*5s. Tool Steel. February 3. E.S.B. 53995/69/J.
*3s. Steel. February 3. E.S.B. 53993/69/J.
PEOPLE'S BAWDWIN INDUSTRY:
*3s. Calcium Carbide. February 20. E.S.B. 54132/69/J.
PUBLIC WORKS CORPORATION:
*4s. Nails. January 30. E.S.B. 54101/69/J.
CHEMICAL INDUSTRY MANAGEMENT COMMITTEE:
*4s. Oxygen and Acetylene Plant Spares. January 26. E.S.B. 53982/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. Brass, Copper. March 31. E.S.B. 53987/69/J.
*6s. (Each Set.) Pipe Fittings. February 4 E.S.B. 53989/69/J and 53990/69/J.
*7s. Pipe Fittings. February 4. E.S.B. 53988/69/J.

Bulletin 4/70

UNION OF BURMA RAILWAY BOARD:
*Locomotive Spare Parts. January 29. E.S.B. 53763/69/J.

Bulletin 5/70

MYANMA EXPORT-IMPORT CORPORATION:
*2s. Dyes. January 26. E.S.B. 50094/69/J.

BURUNDI

Bulletin 3/70

M. LE DIRECTEUR DE L'OCIBU:
Secateurs, Metallic Mesh. February 15. E.S.B. 53975/69/J.

CEYLON

Bulletin 254/69

TENDER BOARD. DEPARTMENT OF RURAL DEVELOPMENT AND SMALL INDUSTRIES:
*5s. Textile Accessories; Chemicals. March 12. E.S.B. 52863/69/J.
*5s. Chemicals. March 5. E.S.B. 52864/69/J.
EASTERN PAPER MILLS CORPORATION:
*6s. Kraft Paper. February 12. E.S.B. 52872/69/J.

Bulletin 1/70

STATE ENGINEERING CORPORATION:
*4s. Voltage Regulating Equipment. January 28. E.S.B. 53155/69/J.
MINISTRY OF NATIONALIZED SERVICES:
*18s. Dredger. February 5. E.S.B. 53124/69/J.

Bulletin 3/70

STATE ENGINEERING CORPORATION:
Conduit Pipes and Accessories. February 8. E.S.B. 54153/69/J.
Axial Flow Fans. February 3. E.S.B. 54106/69/J.

CHILE

Bulletin 2/70

EMPRESA NACIONAL DE ELECTRICIDAD SA:
*60s. Voltage Regulators. February 12. E.S.B. 53876/69/J.

Bulletin 3/70

*39s. Radio Equipment. January 26. E.S.B. 50004/70/J.
*31s. Electrical Transmission Equipment. February 18. E.S.B. 50003/70/J.
*38s. (In Spanish.) Steel Cable. February 3. E.S.B. 50005/70/J.
*1035. Dam Gates. March 18. E.S.B. 53786/69/J.
DIRECCION DE OBRAS SANITARIAS:
*4s. (In Spanish.) Pipe-Scouring Machines. January 27. E.S.B 50001/70/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 3/70

BUNDESAMT FUR GEWERBLICHE WIRTSHAFT:
Construction of NATO Facilities. March 31. XP 1285/69/J.
Construction of NATO Facilities. April 1. XP 1286/69/J.

GREECE

Bulletin 2/70

MINISTRY OF TRADE:
*6s. Measuring Instruments; Generators; Tape. January 28. E.S.B. 53792/69/J.
*4s. Paper. February 4. E.S.B. 53790/69/J.
*5s. Radio Link System. January 28. E.S.B. 53791/69/J.
PUBLIC POWER CORPORATION:
co Disnnectors. February 10. E.S.B. 53896/69/J.

Bulletin 4/70

MINISTRY OF TRADE:
*5s. Radio and Television Transmitter Tubes and Lamps. January 30. E.S.B. 50019/69/J.

INDIA

Bulletin 254/69

MINISTRY OF RAILWAYS:
*26s. Wheels; Tyres. January 30. E.S.B. 53180/69/J.
*32s. Navigational Aids. January 30. E.S.B. 53198/69/J.

Bulletin 1/70

DIRECTOR-GENERAL OF SUPPLIES AND DISPOSALS:
*41s. Tin Ingots. January 29. E.S.B. 53176/69/J.
*Induction Furnace. February 3. E.S.B. 53200/69/J.
CENTRAL RAILWAY:
*Autotransformers. (Further Information.) E.S.B. 52833/69/J.
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
Power Press. February 6. E.S.B. 53291/69/J.
WESTERN RAILWAY BOARD:
*Rectifiers. (Further Information.) E.S.B. 52836/69/J.
MINISTRY OF RAILWAYS:
*Automatic Ballast Tampers. (Further Information.) E.S.B. 49697/69/J.

Bulletin 2/70

IRRIGATION AND POWER DEPARTMENT:
Raising and Strengthening for Masonry Dam. January 30. E.S.B. 53808/69/J.
BEAS ORGANIZATION:
*9s. Steel Plate. February 9. (Further Information.) E.S.B. 47594/69/J.
HINDUSTAN SHIPYARD LTD.:
*20s. Steel Plate. January 31. E.S.B. 53897/69/J.
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*41s. Ultrasonic Flaw Detector. January 30. E.S.B. 53976/69/J.
DIRECTOR OF STORES AND PURCHASE:
Barytes. February 25. E.S.B. 53916/69/J.
Cutch. January 26. E.S.B. 53919/69/J.
Chemicals. January 28. E.S.B. 53922/69/J.
Chemicals. February 2. E.S.B. 53924/69/J

Bulletin 3/70

*30s. Induction Furnaces. January 30. E.S.B. 53458/69/J.
GUJARAT ELECTRICITY BOARD:
Lightning Arresters. January 30. E.S.B. 50035/70/J.
Fuse Elements. January 31. E.S.B. 50036/70/J.
Outdoor PTs. January 29. E.S.B. 50037/70/J.
BHABHA ATOMIC RESEARCH CENTRE:
Metering Pumps. January 27. E.S.B. 50031/70/J.
Machining of Calandria Support Rods. January 27. E.S.B. 50032/70/J.

Bulletin 4/70

HINDUSTAN SHIPYARD LTD.:
*25s. Gas Cutting Machine. (Further Information.) E.S.B. 50042/69/J.

IRAN

Bulletin 254/70

IRANIAN STATE RAILWAYS:
*8s. Vehicles. February 23. E.S.B. 53178/69/J.

Bulletin 3/70

*15s. Rail Anchor Clips. (Further Information.) E.S.B. February 21. 16209/69/J.
IRANIAN TOBACCO MONOPOLY:
Paper. March 2. E.S.B. 53638/69/J.

Bulletin 4/70

Cardboard. March 4. E.S.B. 53637/69/J.

IRAQ

Bulletin 1/70

MINISTRY OF OIL AND MINERALS:
Storage Tanks. January 31. E.S.B. 53468/69/J.
MINISTRY OF COMMUNICATIONS, POSTS. TELEGRAPHS AND TELEPHONES:
Air-Conditioning Equipment. January 27. E.S.B. 53477/69/J.
MINISTRY OF DEFENCE:
*2s. Paper; Printing Materials. February 4. E.S.B. 53461/69/J.
MINISTRY OF HEALTH:
*7s. Laundry Plants. February 1. E.S.B. 53473/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Water Supply Scheme. February 17. E.S.B. 53472/69/J.
ARMY MARTYRS FACTORIES:
Textile Output Improvement Scheme. Closing date first week in February. E.S.B. 53476/69/J.
SEWERAGE BOARD:
*Drainage Project. February 14. E.S.B. 53457/69/J.

(Continued on next page)

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OPPORTUNITIES FOR EXPORTERS, *continued*

Bulletin 3/70
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Water Supply Scheme. May 2. 16 and 30. E.S.B. 53962/69/J, 53961/69/J, 53973/69/J respectively.
CENTRAL FOREIGN PURCHASING BOARD:
Outside Broadcast Vehicle. February 15. E.S.B. 53632/69/J.

Bulletin 4/70
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Water Supply Scheme. (Further Information.) Closing to date postponed February 10. E.S.B. 40500/69/J.
Water Supply Project Extension. (Further Information.) Closing date postponed to March 3. E.S.B. 36821/69/J

Bulletin 5/70
GOVERNMENT PURCHASING BOARD:
*2s. Beans. January 31. E.S.B. 50055/70/J.
IRAQI PORTS ADMINISTRATION:
*5s. Sheds. February 11. E.S.B. 50056/70/J.
MINISTRY OF OIL AND MINERALS:
*13s. Pipes and Fittings. January 31. E.S.B. 50058/70/J.

IRISH REPUBLIC

Bulletin 2/70
MEATH COUNTY COUNCIL:
Pressure Sprayers; Pneumatic-Tyred Roller; Mechanical Brush. January 30. E.S.B. 53815/69/J.

IVORY COAST, REPUBLIC OF

Bulletin 2/70
MINISTRY OF AGRICULTURE:
Generating Sets. January 30. E.S.B. 53816/69/J.

JORDAN

Bulletin 3/70
MUNICIPALITY OF AMMAN:
*2s. (Provisional Specification.) Diesel Engine Pump Set. Closing date not stated. E.S.B. 50008/70/J.
JORDAN CEMENT FACTORIES CO. LTD.:
*3s. Excavators. February 1. E.S.B. 50027/70/J.

KUWAIT

Bulletin 1/70
ARABIAN OIL COMPANY LTD.:
*5s. Cable. February 4. E.S.B. 53440/69/J.

Bulletin 2/70
CENTRAL TENDERS COMMITTEE:
*10s. Well Screens. February 3. E.S.B. 53807/69/J.
*9s. Electrodialysis Plant. February 3. E.S.B. 53806/69/J.

MALAGASY REPUBLIC

Bulletin 3/70
M. LE DIRECTEUR-GENERAL:
*1s. Construction and Laying of Canals. April 3. E.S.B. 53957/69/J.

MALAYSIA

Bulletin 1/70
MINISTRY OF HEALTH:
*5s. Antibiotics. February 9. E.S.B. 53442/69/J.
*6s. Drugs and Chemicals. February 9. E.S.B. 53443/69/J.

MALTA

Bulletin 3/70
TREASURY:
*Printing Paper. January 29. E.S.B. 54156/69/J.
*9s. Washing Machines. January 29. E.S.B. 54157/69/J.

MEXICO

Bulletin 2/70
COMISION FEDERAL DE ELECTRICIDAD:
*100s. Isolated-Phase Bus Equipment. February 12. E.S.B. 53950/69/J.

Bulletin 3/70
*32s. (In Spanish.) Cables and Accessories. February 6. E.S.B. 53915/69/J.

NETHERLANDS

Bulletin 3/70
HEADQUARTERS ALLIED FORCES CENTRAL EUROPE:
Automotive Spare Parts. January 31. E.S.B. 50026/70/J.

NEW ZEALAND

Bulletin 254/69
NEW ZEALAND ELECTRICITY DEPARTMENT:
Shunt Deaerators. March 6. E.S.B. 53157/69/J.
NEW ZEALAND FOREST SERVICE:
*4s. Noise Generator. February 6. E.S.B. 53115/69/J.
MINISTRY OF WORKS:
*3s. Glassworking Equipment. February 9. E.S.B. 53116/69/J.

Bulletin 1/70
STORES OFFICER GOVERNMENT PRINTING OFFICE:
*4s. Paper. January 30. E.S.B. 53738/69/J.

Bulletin 2/70
POST OFFICE HEADQUARTERS
*2s. Flat Bits. February 4. E.S.B. 53739/69/J.
*8s. Batteries. January 29. E.S.B. 53826/69/J.
*3s. Cathode Ray Tubes. February 3. E.S.B. 53740/69/J.
*3s. Staple Guns. February 5. E.S.B. 53778/69/J.
*3s. Pumps. February 4. E.S.B. 53779/69/J.

SAUDI ARABIA

Bulletin 2/70
MUNICIPALITY OF AL-HASA:
Refuse Collecting Vehicles. February 7. E.S.B. 53801/69/J.

Bulletin 4/70
ARABIAN OIL COMPANY:
Electric Cables. February 4. E.S.B. 50024/70/J.
Drilling Platforms. February 3. E.S.B. 50025/69/J.
MINISTRY OF COMMUNICATIONS:
Wireless Spare Parts. January 27. E.S.B. 50040/70/J.

SOUTH AFRICA

Bulletin 1/70
PRONVICIAL ADMINISTRATION OF THE CAPE OF GOOD HOPE:
*7s. Laboratory Apparatus. (Further Information.) E.S.B. 53162/69/J.

Bulletin 2/70
STATE TENDER BOARD:
*4s. Plan Printing and Ammonia Developing Machine. January 28. E.S.B. 53951/69/J.

Bulletin 3/70
STATE PROCUREMENT BOARD:
*9s. Copper Piping. January 26. E.S.B. 53979/69/J.
*6s. Whistles. January 30. E.S.B. 53978/69/J.
CAPE PROVINCIAL TENDER BOARD:
*1s. Steel and Cutting Machine. February 6. E.S.B. 53784/69/J.
*1s. Bar Bending Machine. February 6. E.S.B. 53783/69/J.
*9s. Power Shovels. February 6. E.S.B. 53776/69/J.
*11s. Crawler Tractor. February 6. E.S.B. 53773/69/J.
*11s. Tractor-Dozer-Pusher. February 6. E.S.B. 53774/69/J.
*10s. Tractor. February 6. E.S.B. 53775/69/J.
*7s. Road Roller. February 6. E.S.B. 53777/69/J.
STATE PROCUREMENT BOARD:
*6s. Semi Conductors. January 30. E.S.B. 53980/69/J.

Bulletin 4/70
SOUTH AFRICAN IRON AND STEEL INDUSTRIAL CORPORATION LTD.:
*200s. Steel Plant. April 30. E.S.B. 50045/70/J.
CITY OF PIETERMARITZBURG:
Switchgear. February 9. E.S.B. 50048/70/J.

SPAIN

Bulletin 4/70
MINISTEIRO DE OBRAS PUBLICAS:
Cranes. January 26. E.S.B. 50050/70/J.

SUDAN

Bulletin 3/70
MINISTRY OF WORKS:
*9s. Clarifier Flocculator Equipment. January 27. E.S.B. 52894/69/J.

SWAZILAND

Bulletin 4/70
MINISTRY OF HEALTH:
*21s. Pharmaceuticals and Chemicals, Surgical Dressings and Sundries, Sutures. January 3. E.S.B. 50046/70/J.
*8s. Hospital Equipment, Surgical Instruments, Clothing, Brooms and Brushes, Linen and Textiles, Kitchenware, Cutlery, Crockery, Hospital Sundries. January 30. E.S.B. 50047/70/J.

SYRIAN ARAB REPUBLIC

Bulletin 3/70
SYRIAN ARAB BUILDING COMPANY:
*1s. (In French.) Steel and Reinforced Concrete. January 31. E.S.B. 53696/69/J.
*2s. (In French.) Cranes. February 15. E.S.B. 53695/69/J.
*1s. (In French.) Generating Sets. January 31. E.S.B. 53697/69/J.

Bulletin 4/70
*1s. (In French.) Sanitaryware. January 30. E.S.B. 50070/70/J.
NORTHERN ZONE ELECTRICITY DIRECTORATE:
Triphase Terminal Boxes. February 15. E.S.B. 50017/70/J.
GENERAL ORGANIZATION FOR THE CONSTRUCTION OF DAMAS-KATANA RAILWAY:
Constructional Project. January 31. E.S.B. 50016/69/J.
UNIVERSITY OF ALEPPO:
Laboratory Equipment. January 28. E.S.B. 50015/69/J.
DAMASCUS INTERNATIONAL FAIR:
Central Heating Equipment. January 31. E.S.B. 50014/69/J.

TAIWAN

Bulletin 254/69
CENTRAL TRUST OF CHINA:
*3s. Exchanger Tubes. February 16. E.S.B. 53147/69/J.
*4s. Speed Shear. February 16. E.S.B. 53148/69/J.
*2s. Valves. February 17. E.S.B. 53149/69/J.
*8s. Propane Storage Tanks. February 17. E.S.B. 53150/69/J.

Bulletin 2/70
*3s. Pumps. February 24. E.S.B. 53889/69/J.
*6s. Workshop Machinery. February 23. E.S.B. 53890/69/J.
*7s. Gas Valves. February 23. E.S.B. 53891/69/J.
*2s. Chemicals. January 26. E.S.B. 53893/69/J.
*3s. Cane Planter. January 27. E.S.B. 53894/69/J.
*9s. Inspection and Test Equipment. February 19. E.S.B. 53899/69/J.
*1s. Autoscrubber. January 30. E.S.B. 53900/69/J.
*4s. Nematocide. February 18. E.S.B. 53901/69/J.
*3s. Pesticides. February 21. E.S.B. 53903/69/J.
*5s. Bus Chassis. February 20. E.S.B. 53905/69/J.
*5s. Steel Tyres. February 20. E.S.B. 53906/69/J.
*3s. Steel Plate. February 19. E.S.B. 53920/69/J.
*4s. Vehicles. February 19. E.S.B. 53921/69/J.
*2s. Rock Drill Steel Bars. January 30. E.S.B. 53925/69/J.
*3s. Repeater Equipment. January 29. E.S.B. 53928/69/J.
*2s. Tungsten Insert Welder. January 29. E.S.B. 53929/69/J.
*4s. Steel Bars, Rounds and Plate. January 29. E.S.B. 53930/69/J.
*1s. Emulsifying Agent. January 29. E.S.B. 53931/69/J.
*1s. Fertilizers. January 26. E.S.B. 53932/69/J.
*5s. Electronic Tubes; Transistors; Diodes. January 30. E.S.B. 53953/69/J.
*2s. Measuring Instruments. January 27. E.S.B. 53895/69/J.
*6s. Telecommunication Equipment; Clock System. January 30. E.S.B. 53952/69/J.

Bulletin 3/70
*3s. Phenol, Monochloric Acetic Acid. February 21. E.S.B. 53904/69/J.
*13s. Recording Instruments. February 23. E.S.B. 53892/69/J.
*3s. Clean Bag Filter. January 27. E.S.B. 53933/69/J.
*3s. Pump. January 28. E.S.B. 53934/69/J.
*4s. Valves. January 22. E.S.B. 53935/69/J.
*10s. Bleaching Equipment. February 17. E.S.B. 53902/69/J.

TANZANIA

Bulletin 254/69
MINISTRY OF COMMUNICATIONS, LABOUR AND WORKS:
Drilling Rigs. February 19. E.S.B. 53444/69/J.

THAILAND

Bulletin 254/69
STATE RAILWAYS OF THAILAND:
*Points and Crossings. February 17. E.S.B. 53134/69/J.

Bulletin 1/70
Crawler Tractors. February 6. E.S.B. 53719/69/J.
ROYAL IRRIGATION DEPARTMENT:
*3s. Wire. February 2. E.S.B. 53744/69/J.

Bulletin 2/70
STATE RAILWAY OF THAILAND:
Air Conditioners. January 26. E.S.B. 53861/69/J.
Electric Diesel Locomotive. April 28. E.S.B. 53195/69/J.
METROPOLITAN ELECTRICITY AUTHORITY:
*5s. Transformers. February 13. E.S.B. 53191/69/J.

TRINIDAD AND TOBAGO

Bulletin 3/70
TRINIDAD AND TOBAGO ELECTRICITY COMMISSION:
*6s. Nuts and Bolts. February 27. E.S.B. 53910/69/J.
*2s. Line Fuse Connectors. February 27. E.S.B. 53911/69/J.
*7s. Switchgear. March 13. E.S.B. 53907/69/J.
*2s. Street Light Fittings. February 27. E.S.B. 53909/69/J.
*5s. Fluorescent Street Lighting Fittings. February 27. E.S.B. 53908/69/J.

TURKEY

Bulletin 2/70
GROUND FORCES COMMAND:
*5s. Sewing Machines. March 16. E.S.B. 53880/69/J.
TURKISH RADIO AND TELEVISION ASSOCIATION:
*23s. Tape Recorder-Player. February 5. E.S.B. 53926/69/J.
POSTS, TELEGRAPH AND TELEPHONE ADMINISTRATION:
*10s. Plastics. February 18. E.S.B. 53879/69/J.

Bulletin 3/70
*14s. Splicing Sleeves. February 4. E.S.B. 53927/69/J.
ANKARA ELECTRICITY, GAS AND BUS ADMINISTRATION:
*7s. Cables. February 4. E.S.B. 50022/70/J.

UNITED ARAB REPUBLIC

Bulletin 1/70
GENERAL ORGANIZATION FOR INDUSTRIALIZATION:
Textile Machinery. February 11. E.S.B. 53479/69/J.

Bulletin 3/70
EGYPTIAN RAILWAYS:
Carbide Tipped Tools. January 26. E.S.B. 53647/69/J.
Tool Steel. January 31. E.S.B. 53648/69/J.

URUGUAY

Bulletin 254/69
STATE OIL AND ALCOHOL MONOPOLY (ANCAP):
*8s. (In Spanish.) Colophony (Pine Resin), Refined Paraffin. January 27. E.S.B. 53434/69/J.
*9s. (In Spanish.) Wire. January 28. E.S.B. 53435/69/J.
*7s. (In Spanish.) Speed Reducers. January 29. E.S.B. 53436/69/J.

Bulletin 1/70
STATE WATERWORKS:
*20s. (In Spanish.) Pumps. February 12. E.S.B. 53175/69/J.
*68s. (In Spanish.) Pumping Equipment. February 11. E.S.B. 53431/69/J.
MINISTRY OF PUBLIC WORKS:
Diesel Motors. 1st call, February 24; 2nd call, February 27. E.S.B. 53437/69/J.

YUGOSLAVIA

Bulletin 1/70
TEKIG-INVEST:
*Textile Machinery. March 11. E.S.B. 53130/69/J.
TEHNOMETAL, EXPORT-IMPORT, NOVI SAD:
*1s. (Press Cutting.) Pastry Production Machinery. March 11. E.S.B. 53131/69/J.
MASINO-IMPEX, VARSAVSKA:
*1s. (Press Cutting.) Printing Plant Machinery and Equipment. March 11. E.S.B. 53132/69/J.
MEBLO, NOVA GORICA:
*1s. (Press Cutting.) Climatic Device. March 11. E.S.B. 53135/69/J.
VARDAR-IMPORT-EXPORT SKOPJE:
*2s. (Press Cutting.) Brewery Equipment. March 11. E.S.B. 53136/69/J.
JANKO GREDELJ FACTORY:
*2s. (Press Copy.) Electrical Tools; Machine Tools. March 11. E.S.B. 53142/69/J.

ZAMBIA

Bulletin 1/70
LUSAKA TEACHING HOSPITAL:
*Air Conditioning Equipment. (Further Information.) E.S.B. 52531/69/J.
*Hospital Mechanical Services. (Further Information.) E.S.B. 52534/69/J.
*Hospital Electrical Services. (Further Information.) E.S.B. 52535/69/J.

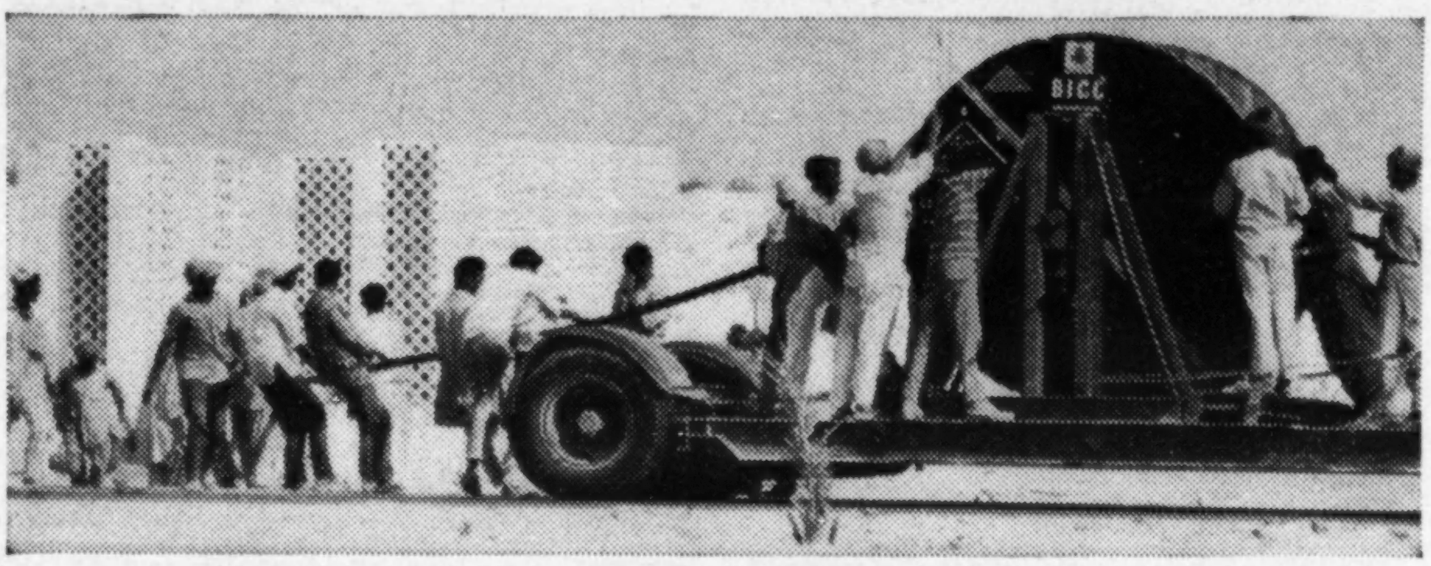
Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*



BICC is among the British companies which have found the development of Abu Dhabi a fruitful market in the face of international competition. BIC Construction Company is installing power cables. The photograph shows a cable pulling operation with an oil-filled cable. The completed enclosure of a new outdoor 11 kV substation and an 11 kV overhead line can be seen in the background, all installation work on these being carried out by BIC Construction Company. Ewbank and Partners of London are the electrical and mechanical consulting engineers for the overall power project.

ANTIGUA

Bulletin 4/70

Agency inquiry for butter; furniture; nuts; roofing material. E.S.B. 4382/69/J.

Agency inquiry for butter; biscuits; cooking oil; dried fish; flour; laundry soap; paper; paper bags. E.S.B. 54004/69/J.

AUSTRALIA

Bulletin 1/70

Inquiry for metal and plastics working industrial plant; metal products; plastic products. E.S.B. 49521/69/J.

Bulletin 4/70

Inquiry for packaging equipment. E.S.B. 53100/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 254/69

57s. Inquiry for voltage regulators. E.S.B. A/83/69/J.

*7s. Inquiry for glass tubes. E.S.B. A/84/69/J.

Inquiry for glow plugs. E.S.B. A/85/69/J.

Bulletin 1/70

Inquiry for packaging machine. E.S.B. M/64/69/J.

Inquiry for diisobutylene. E.S.B. M/63/69/J.

Inquiry for galvanized steel sheet. E.S.B. S/141/69/J.

Bulletin 3/70

4s. Inquiry for internal reservation monitors. E.S.B. S/140/69/J.

AUSTRIA

Bulletin 254/69

Inquiry for sports clothing. E.S.B. 53260/69/J.

Bulletin 2/70

2s. Inquiry for hand tool casings; soldering irons. E.S.B. 53301/69/J.

Inquiry for woollen cloth. E.S.B. 53631/69/J.

Bulletin 3/70

Agency inquiry for wheel balance weights. E.S.B. 53328/69/J.

Inquiry for iron sheet sections. E.S.B. 52027/69/J.

Inquiry for electrical appliances; shavers; electric plugs and switches; hair dryers; radios; television sets. E.S.B. 53661/69/J.

BARBADOS

Bulletin 254/69

Agency inquiry for cosmetics; household products; jewellery. E.S.B. 52482/69/J.

Bulletin 1/70

Inquiry for PVC containers. E.S.B. 49578/69/J.

BELGIUM

Bulletin 3/70

Inquiry for roe-deer, hart and deer heads; frozen squirrels; squirrel skins and heads. E.S.B. 53505/69/J.

Bulletin 4/70

Agency inquiry for steel. E.S.B. 53507/69/J.

BERLIN

Bulletin 254/69

Inquiry for valves. E.S.B. 53337/69/J.

Bulletin 1/70

Agency inquiry for bathing suits; beachwear; dresses; towels; women's underwear. E.S.B. 53343/69/J.

Bulletin 4/70

Inquiry for engraving cutters. E.S.B. 33995/69/J.

Agency inquiry for fancy woollens; simulated leather. E.S.B. 53256/69/J.

BOLIVIA

Bulletin 2/70

Agency inquiry for drifting picks; linseed oil; mineral jigs; mineral classifiers; rod mills; wheelbarrows. E.S.B. 53003/69/J.

BULGARIA

Bulletin 1/70

Inquiry for impulse generators; luxmeters; oscilloscopes; precise bridges; radar installations; testing stations; tensometering apparatus. E.S.B. 38107/69/J.

CANADA

Bulletin 254/69

Inquiry for industrial safety equipment. E.S.B. 53253/69/J.

Inquiry for fluid and magnetic couplings. E.S.B. 53080/69/J.

Bulletin 1/70

Inquiry for foodstuffs; footwear; model kits. E.S.B. 53346/69/J.

Inquiry for dyestuffs and chemicals. E.S.B. 5370/69/J.

Bulletin 2/70

Inquiry for marine surveying/sampling equipment; remote weather recording stations. E.S.B. 48542/69/J.

Agency inquiry for waste elimination systems. E.S.B. 46279/69/J.

Inquiry for steam electric power plant equipment. E.S.B. 46279/69/J.

Inquiry for brass rods. E.S.B. 53267/69/J.

Inquiry for machine tools. E.S.B. 53392/69/J.

Inquiry for steel bars (further information) E.S.B. 53230/69/J.

Bulletin 3/70

Inquiry for wire case forming machinery; steel wire; concrete products forming equipment. E.S.B. 53531/69/J.

Inquiry for faucet spouts and sink sprays. E.S.B. 53622/69/J.

Agency inquiry for automotive parts; fabricated tubing. E.S.B. 53063/69/J.

Bulletin 4/70

Inquiry for battery plate separators. E.S.B. 29192/69/J.

Agency inquiry for florists' sundries. E.S.B. 53524/69/J.

Inquiry for amplifiers; lifting devices; lighting systems; musical instruments and accessories. E.S.B. 52664/69/J.

Inquiry for slippers. E.S.B. 16335/69/J.

Agency inquiry for electromedical and physiotherapy equipment. E.S.B. 53523/69/J.

Inquiry for packaging machinery. E.S.B. 53351/69/J.

CANARY ISLANDS

Bulletin 4/70

Inquiry for packaging machinery. E.S.B. 763/70/J.

COLOMBIA

Bulletin 3/70

Inquiry for polyethylene terephthalate. E.S.B. 53548/69/J.

CZECHOSLOVAKIA/YUGOSLAVIA

Bulletin 2/70

Trade Agreement. E.S.B. 1209/G/J.

DENMARK

Bulletin 254/69

Inquiry for cargo handling equipment. E.S.B. 53073/69/J.

DENMARK/USSR

Bulletin 2/70

Trade Agreement. E.S.B. 1209/G/J.

Bulletin 4/70

Inquiry for air treatment equipment; elevators; escalators; freezing equipment; hospital, kitchen and laundry equipment; steam generating plant and traps. E.S.B. 49010/69/J.

DOMINICA, WINDWARD ISLANDS

Bulletin 4/70

Agency inquiry for building materials; chairs; clothing; cosmetics; cutlery; fishing tackle; foodstuffs; footwear; greeting cards; haberdashery; hardware; hosiery; household linen; oilcloth; piece-goods; umbrellas. E.S.B. 31415/69/J.

FINLAND

Bulletin 4/70

Agency inquiry for twist drills; lathes. E.S.B. 41490/68/J.

FRANCE

Bulletin 254/69

Inquiry for veterinary products; horse cleaning products; animal foodstuffs; saddlery and equipment. E.S.B. 52742/69/J.

Inquiry for central heating equipment. E.S.B. 53234/69/J.

Bulletin 1/70

Inquiry for creanes. E.S.B. 53000/69/J.

Agency inquiry for record players. E.S.B. 53374/69/J.

Bulletin 4/70

Agency inquiry for steam generating equipment. E.S.B. 53549/69/J.

Inquiry for parcelling machines. E.S.B. 53623/69/J.

(Continued on next page)

Gerhard & Hey Ltd 1/3 Great St Thomas Apostle London EC4

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THE Shipping & Forwarding Agents – will take good care of your EXPORTS

AGENCY INQUIRIES, *continued*

GERMANY, FEDERAL REPUBLIC OF

Bulletin 254/69
Inquiry for chains, cast iron rollers, gears; geared motors; gear motors; pumps for hydraulic presses. E.S.B. 52226/69/J.
Agency inquiry for abrasive cloths; abrasive paper; diamond grinding wheels; dressing tools with diamonds; electro-corundums; grinding wheels, pins, discs and pastes. E.S.B. 36031/69/J.
Agency inquiry for toilet preparations. E.S.B. 53071/69/J.
Inquiry for cufflinks. E.S.B. 53014/69/J.
Inquiry for furriers' tools. E.S.B. 53096/69/J.

Bulletin 1/70
Agency inquiry for flanges; fittings; pipes; sanitary equipment; valves and fittings. E.S.B. 53248/69/J.

Bulletin 2/70
Agency inquiry for women's coats; dresses and trouser suits. E.S.B. 44384/69/J.
Inquiry for malt whisky. E.S.B. 53582/69/J.

Bulletin 3/70
Inquiry for drawn steel wire. E.S.B. 53563/69/J.
Inquiry for electronic components. E.S.B. 53551/69/J.
Inquiry for dairy machinery and equipment. E.S.B. 53242/69/J.
Agency inquiry for battery chargers; industrial cleaning machines. E.S.B. 52339/69/J.
Inquiry for transformers. E.S.B. 53545/69/J.
Inquiry for galvanized wire. E.S.B. 53308/69/J.

Bulletin 4/70
Inquiry for gear switch. E.S.B. 54013/69/J.
Agency inquiry for suitings. E.S.B. 40197/69/J.
Inquiry for vegetable seeds. E.S.B. 45736/69/J.
Inquiry for Steel. E.S.B. 53521/69/J.
Inquiry for baking tins. E.S.B. 53558/69/J.
Agency inquiry for steel bars and pipes. E.S.B. 53564/69/J.
Agency inquiry for acoustic materials; insulating materials; tiles. E.S.B. 53314/69/J.
Agency inquiry for cosmetic products; novelties; high quality perfumes; toilet articles. E.S.B. 42919/69/J.

GREECE

Bulletin 254/69
Inquiry for graphite processing factory machinery and equipment. E.S.B. 53327/69/J.

Bulletin 1/70
Agency inquiry for drilling equipment; road making machinery and spare parts. E.S.B. 53329/69/J.

Bulletin 4/70
Agency inquiry for fishmeal; frozen chickens; meatmeal; soyabean meal. E.S.B. 53249/69/J.
Inquiry for vehicle spare parts. E.S.B. 53079/69/J.
Agency inquiry for petrol engines. E.S.B. 53250/69/J.
Agency inquiry for de-coding equipment system; instrument landing systems; measuring equipment. E.S.B. 52487/69/J.

GUATEMALA

Bulletin 2/70
Inquiry for air brake systems; builders' hardware; portable electric tools. E.S.B. 52486/69/J.

Bulletin 4/70
Agency inquiry for sheet tin plate. E.S.B. 53356/69/J.

HONG KONG

Bulletin 2/70
Inquiry for desalination equipment. E.S.B. 16580/69/J.

ICELAND

Bulletin 4/70
Agency inquiry for footwear; giftware and fancy goods; sports and camping equipment; stationery; women's tights. E.S.B. 53684/69/J.

INDIA

Bulletin 4/70
4s. Inquiry in respect of dry cell manufacturing project. E.S.B. 53557/69/J.
Inquiry for copper wire; lead; nickel cathode; zinc slab. E.S.B. 576/70/J.

IRAQ

Bulletin 2/70
Import Licensing. E.S.B. 1209/G/J.

ITALY

Bulletin 254/69
Agency inquiry for machine tools. E.S.B. 53244/69/J.
Inquiry for cranes. E.S.B. 8012/69/J.

Bulletin 1/70
*Inquiry for textile machinery. E.S.B. 53268/69/J.
Agency inquiry for silverware; silverplate. E.S.B. 53002/69/J.
Agency inquiry for grinding wheels. E.S.B. 52390/69/J.

Bulletin 2/70
Agency inquiry for abrasive papers and paperboards; jewellers', watchmakers' and goldsmiths' tools and equipment; polishing cloths. E.S.B. 52224/69/J.

Bulletin 3/70
Agency inquiry for chemical works machinery; pharmaceutical works machinery; food industry machinery. E.S.B. 53254/69/J.
Inquiry for abrasive powders. E.S.B. 54012/69/J.

Bulletin 4/70
Agency inquiry for PVC. E.S.B. 35751/69/J.
Inquiry for cotton gin machine; cotton-seed cleaning machine. E.S.B. 593/70/J.

ITALY/YUGOSLAVIA

Bulletin 4/70
Inquiry for bauxite; catering equipment; fire-resistant fabrics; meat; onions; protective gloves; zinc oxide. E.S.B. 663/70/J.

JAMAICA

Bulletin 4/70
Agency inquiry for lightweight suitings. E.S.B. 36204/68/J.
Agency inquiry for electric motors; power transmission equipment. E.S.B. 33857/69/J.

JAPAN

Bulletin 254/69
Agency inquiry for bone china; desk sets; gift articles; leather goods. E.S.B. 52691/69/J.
Manufacture under licence – fireproof and flameproof building and decorating materials. E.S.B. 52755/69/J.

Bulletin 1/70
Agency inquiry for baby products and giftware articles. E.S.B. 5600/69/J.

Bulletin 2/70
Inquiry for shopping bags; handbag fittings, etc. E.S.B. 24972/69/J.
Inquiry for electric generators and supersonic cleaning devices. E.S.B. 50549/69/J.

Bulletin 4/70
Inquiry for hosiery. E.S.B. 53570/69/J.
Inquiry for liquid control flow meter; liquid gas flow meter. E.S.B. 53561/69/J.

JORDAN

Bulletin 4/70
Inquiry for furniture fittings; hardware; mortice locks; plastic skinned metal sheets; plastic injection machines. E.S.B. 518/70/J.

KENYA

Bulletin 254/69
Inquiry for voltage stabilizers. E.S.B. 53259/69/J.

Bulletin 2/70
Inquiry for tipping platform. E.S.B. 52111/69/J.

KUWAIT

Bulletin 4/70
Agency inquiry for toys. E.S.B. 53620/69/J.
Agency inquiry for fabrics; clothing. E.S.B. 53566/69/J.

MALAYSIA

Bulletin 3/70
Agency inquiry for oil palm processing equipment. E.S.B. 53335/69/J.
Pioneer Industries. E.S.B. 1209/G/J.
Inquiry for looms. E.S.B. 53547/69/J.

Bulletin 4/70
Agency inquiry for disposable pallets; portable belt conveyors; towing tractors. E.S.B. 3243/69/J.
Inquiry for mechanical belt weighing equipment. E.S.B. 53583/69/J.
Inquiry for bottle caps and brushes; chemicals; food colouring powder; key rings. E.S.B. 37405/69/J.

MALTA

Bulletin 4/70
Inquiry for furnaces; pushers; rod-cutting shears; rollers. E.S.B. 53613/69/J.
Inquiry for buttons; buckles; linings; thread; zips. E.S.B. 53099/69/J.

MOROCCO

Bulletin 4/70
Inquiry for diesel engines. E.S.B. 53315/69/J.

NORWAY

Bulletin 4/70
Inquiry for floor cloths. E.S.B. 53390/69/J.
Agency inquiry for bathroom accessories; beach coats; beachwear; towelling goods. E.S.B. 53095/69/J.

PAPUA/NEW GUINEA

Bulletin 4/70
Inquiry for furniture. E.S.B. 14538/69/J.

POLAND

Bulletin 2/70
Inquiry for bottle producing plant; food processing machinery; gas hermatographs; laboratory equipment; packaging machinery. E.S.B. 53345/69/J.

Bulletin 4/70
Manufacture under licence – freight containers, wagons and handling equipment; railway bogies. E.S.B. 52257/69/J.

QATAR

Bulletin 3/70
Inquiry for chest expanders; electric irons and coffee grinders; handbags; linen goods; safes; shoes; towels E.S.B. 53609/69/J.

SAUDI ARABIA

Bulletin 2/70
Inquiry for electric motors; water pumps. E.S.B. 53685/69/J.

SENEGAL

Bulletin 2/70
Inquiry for metal lath. E.S.B. 52690/69/J.

SIERRA LEONE

Bulletin 1/70
Inquiry for cable; electrical equipment; loud speakers; record players. E.S.B. 52618/69/J.

Bulletin 4/70
Agency inquiry for cassettes; radiograms; radios; tape recorders. E.S.B. 51828/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 254/69
Inquiry for nylon/rayon material. E.S.B. 51630/69/J.

Bulletin 2/70
Inquiry for cotter pins; grease nipples; hand tools; nuts; steel blades; steel bars; steel wire; voltage testers. E.S.B. 51480/69/J.

Bulletin 4/70
Agency inquiry for additives for food, paint and plastic; plastic cloth and webbing; furnishing fabrics. E.S.B. 53068/69/J.

SPAIN

Bulletin 254/69
Manufacture under licence – dies. E.S.B. 52984/69/J.

Bulletin 3/70
Manufacture under licence – chemical manufacturing processes. E.S.B. 51435/69/J.
Inquiry for mobile crane. E.S.B. 53506/69/J.

Bulletin 4/70
Agency inquiry for broaching machinery; lathes; presses; tooling machinery. E.S.B. 53690/69/J.

SWITZERLAND

Bulletin 1/70
Agency inquiry for coats; furs. E.S.B. 53039/69/J.

Bulletin 3/70
Inquiry for magnets. E.S.B. 53617/69/J.

Bulletin 4/70
Inquiry for plush; souvenir figures; toys. E.S.B. 53273/69/J.
Agency inquiry for lamp standards and light fittings. E.S.B. 53585/69/J.
Agency inquiry for machine tools. E.S.B. 53584/69/J.
Agency inquiry for knitting wool. E.S.B. 46090/69/J.
Inquiry for chicken fat; yeast extract. E.S.B. 53626/69/J.
Agency inquiry for oil filters; polyurethane foam components and auxiliaries; thermoplastic granules. E.S.B. 52256/69/J.
Agency inquiry for boring and milling machines; lathes. E.S.B. 53554/69/J.
Agency inquiry for coats; fabrics; leisure wear and sportswear. E.S.B. 58555/69/J.
Agency inquiry for knitted fabrics. E.S.B. 21759/69/J.
Agency inquiry for photoelastic optical instruments. E.S.B. 53615/69/J.

TANZANIA

Bulletin 3/70
Inquiry for chemicals. E.S.B. 53304/69/J.

Bulletin 4/70
Inquiry for kraft paper. E.S.B. 37971/68/J.

TURKEY

Bulletin 2/70
Documentation. CRE 15244/G/J.

UNITED STATES OF AMERICA

Bulletin 1/70
Inquiry for chinaware; games; giftware; glassware; leather goods; pewterware; silverware; tableware; toys; trophies. E.S.B. 53528/69/J.
Inquiry for barbed wire. E.S.B. 53552/69/J.
Inquiry for yarn and knitwear items. E.S.B. 53512/69/J.

Bulletin 2/70
Inquiry for manhole assemblies; pipes and fittings; sanitaryware; storage tanks; valves. E.S.B. 52772/69/J.

Bulletin 4/70
Inquiry for food products; soft drinks. E.S.B. 53546/69/J.
Agency inquiry for motors; switches; timers. E.S.B. 53370/69/J.
Inquiry for Russian dressed leather. E.S.B. 53550/69/J.
Inquiry for plaques, posters and transfers. E.S.B. 53634/69/J.
Inquiry for furnaces; metal working machines; welding equipment. E.S.B. 53098/69/J.
Inquiry for leather uppers for boots. E.S.B. 53510/69/J.

ZAMBIA

Bulletin 3/70
Inquiry for furniture; furniture fittings; furnishings. E.S.B. 53556/69/J.

TRANSLATIONS
ON COMMERCIAL, TECHNICAL, LEGAL, FINANCIAL & INSURANCE MATTERS
MULTI-LINGUAL SERVICE
LINGUALEX LIMITED
RADNOR HOUSE, 93/97 REGENT STREET, LONDON, W1R 7TF. 01-437 1898

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published in this issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Four-week US/Canadian sales tour

IT WAS Christmas in Toronto for Mr. A. V. Parker, managing director of D. Byford & Co. Ltd., Leicester, sock and knitwear manufacturers. Mr. Parker left England on December 11 for a four-week sales tour of America and Canada. His first stop was New York, where he attended the annual sales conference of Byford Imports Inc. He then flew to Toronto and Montreal for discussions with the company's Canadian agents and associated knitting concern. After Christmas he and Mrs. Parker flew to Bermuda to visit customers.

Over the past 20 years Byford have built up a $2 million market in the United States, winning a Queen's Award in 1967.

At Cairo computer centre opening

ON DECEMBER 17 the largest computer centre in the Arab world, at Cairo University, was opened. Mr. Arthur Humphreys, managing director of International Computers Ltd. who have supplied machines and associated equipment valued at more than £350,000 for the centre, was present at the opening.

Off to the Far East

MR. A. A. BROOKS, export manager of Dylon International Ltd., left on January 12 for a six-week tour of the Far East, including India and Japan. In some markets he will be visiting established agents and elsewhere investigating the possibilities for local manufacture or packaging of Dylon dyes which are already on sale in over 80 countries of the world.

Touring Africa

MR. T. J. CLARKE, overseas sales manager of Rank Aldis, a division of Rank Audio Visual Ltd., is now on a tour of Africa to promote the sale of projectors and photographic equipment to educationists and industrialists. He is visiting existing distributors in South Africa and plans to build up a new distribution network there. Other countries he will visit include Zambia, Tanzania, Kenya and Uganda.

Mr. Clarke plans to spend at least four to five months of the year overseas and plans to visit the Middle East, Europe and North America in the next six months.

Off to Far East and South Africa

MR. GEORGE ELLISON, chairman of George Ellison Ltd., Perry Bar, Birmingham, leaves tomorrow (January 15) for Malaysia, Australia, New Zealand and South Africa. He intends visiting existing and prospective customers, appoint agents, and hopes to explore prospects for the manufacture of his company's products under licence.

The company's main products include industrial distribution switchgear, busbar trunking, and laminated plastics.

Back from 30,000-mile trip

MR. JOHN PANKS, managing director and chief executive of Automotive Products, Leamington Spa, recently returned from a 30,000-mile hard-selling tour aimed at doubling the Group's direct exports to £14 million in the next two years.

Mr. Panks, who visited every major car and commercial vehicle manufacturer in Australia and Japan, believes there is a big market there for his Group's components.

Visit to 30 Finnish stores

BACK from a busy week in Finland, where he surveyed the market for all types of British furniture, Mr. Brian Robinson of the Jaycee Group has been putting final touches to a report on his findings at over 30 Finnish stores. Copies are going to our Embassy in Helsinki, the British National Export Council, the British Furniture Manufacturers' Export Club and the Board of Trade – the last two being joint sponsors of his mission.

Mr. Robinson is convinced that much can be done to improve his industry's exports to the Finns.

The trip was a part of general preparations for the 'Britain in Finland' campaign being mounted this year.

Six-week world tour

AS PART of the company's planned overseas sales expansion programme, Mr. A. J. Shorter, technical director of Bonnybridge Refractories Ltd., Bonnybridge, Stirlingshire, a member of the Scotcros Group, has set out on a six-week world tour of the company's sales agents and customers. His itinerary will include Australia, New Zealand, the Philippines, Taiwan, Iran, Syria, Jordan, Greece and Cyprus.

The company's managing director, Mr. G. D. G. Griffiths, recently returned from a similar mission to agents and customers – he visited the company's Swedish agent in Goteborg, Danish agent in Copenhagen and customers in Lidköping and Västeras.

Bonnybridge Refractories Ltd., formerly Bonnybridge Silica and Fireclay Co. Ltd., manufacture high-grade refractories for use in iron and steel works, foundries and industrial furnaces of all kinds.

Market assessment in the United States

A FIVE-WEEK TOUR of the United States is being made by Mr. G. A. Evans, chairman of G. A. Evans (Tweeds) Ltd., Abbey Mill, Melrose, Roxburghshire, Scotland, to assess the market, appoint agents, and sell Scottish tweed ties and scarves, pure silk screen printed squares, and tartan Tam-o'-Shanters, berets, and matching scarves in pure new wool. The bulk of the firm's exports – 30 per cent of turnover – is already selling in the United States and Canada.

Mr. Evans will begin his tour in Boston, Mass., on January 26 and will subsequently call on buyers and potential customers in New York, Philadelphia, Baltimore, Washington, DC, Los Angeles, San Francisco and Florida, returning at the beginning of March.

He emphasized before leaving that the samples of the firm's products which he would sell in the United States had been specially designed for the North American market. 'I think there is a great potential for our products there, and I hope to return with a full order-book.'

Visits to Mexico and United States

MR. LEONARD H. DALE, managing director of Dale Electric of Great Britain Ltd., recently returned from a two-week tour overseas. For the first week, Mr. Dale was a member of a BNEC mission to Mexico. There were 10 members in the team, supporting a cross-section of British industry. The mission met the heads of Mexican Government departments, also directors of companies dealing with British equipment in Mexico.

When the mission terminated, Mr. Dale went to San Francisco to visit a customer company with whom he is involved in a joint exercise in Iran. Subsequently he visited the Cummins Engine Co. Inc., of Columbus, Indiana. He concluded his tour with a visit to the company's distributor in Sloatsburg, New York.

Mr. Dale considers that his journey was most informative and helpful in promoting sales for Britain, and he was particularly encouraged by the prospect of sales of power plants in the United States which, up to now, had always proved a difficult market.

Booming biscuit sales

GOOD PROGRESS in sales to markets in the Far East and the United States is reported by Mr. Richard Palmer, export director of Associated Biscuits Ltd., Reading, on his return from a seven-week business trip during which he travelled about 35,000 miles.

The follow-up to British Week, staged in Tokyo last autumn, has also shown encouraging results.

After taking part in British Week, Mr. Palmer visited Hong Kong, Australia and New Zealand before going on to the United States, where sales in 1969 were well up; in the eastern states, sales are running 20 per cent higher than in 1968.

Industrialists fly in from Norway

A PARTY of industrialists, headed by Mr. Rolf Nordgreen, sales manager, A/S Auto Supply, recently chartered a jet from Oslo to visit the Hy-Mac Works at Rhymney, South Wales, which now covers some 47½ acres.

Substantial orders for Hy-Mac 880, 610 and 580BT all-hydraulic excavators were placed for delivery to Norway during the first part of 1970. Sales to Norway during 1969 increased considerably over the previous year.

(Continued at foot of next page)

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

£1.5 million African orders

With export contracts for commercial vehicles already received in December for over £8.5 million, British Leyland received a further £1.5 million sales boost from Africa. The contracts called for the supply of over 650 light, medium and heavy-weight chassis from Ghana, Malawi, Zambia, Kenya and Nigeria.

More HS 125 sales

Nine more export orders for the Hawker Siddeley 125 business jet have been announced. Five are from the United States, taking the North American total for 1969 to a record 28 aircraft sold. Total North American sales to date have now reached 131 aircraft.

The total order book of the HS 125 now stands at 222, of which 184, valued at more than £47 million, are export sales.

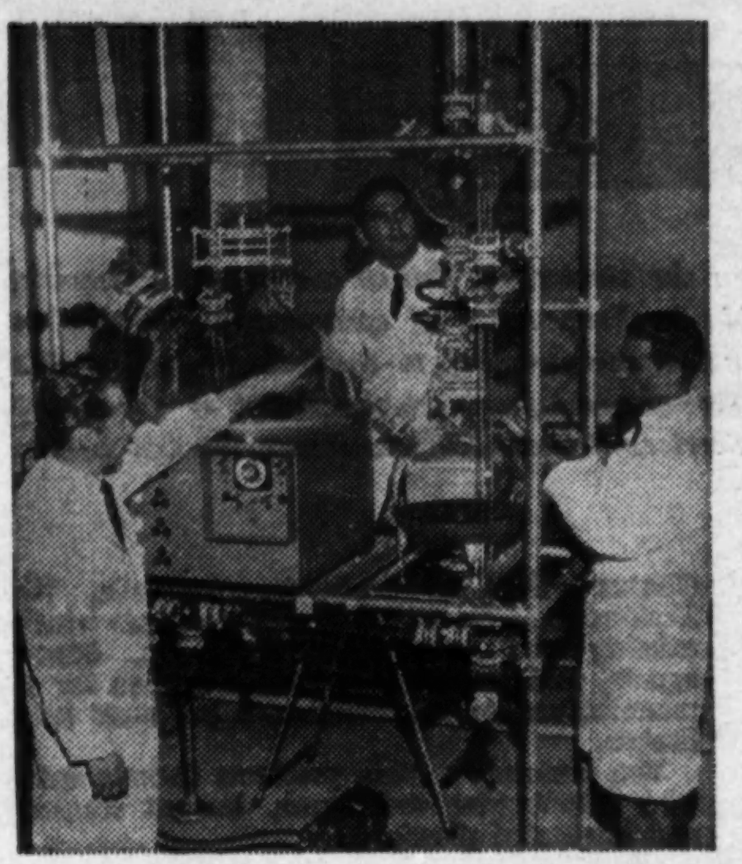
Two of the latest sales were to Interior Airways of Alaska, where the 125s will fly in the North Slope oil fields area. Another sale was to Bell Bros. Air Charter of Perth, Australia. Other sales were in Switzerland and Germany.

£34,000 order for fluid couplings

Variable-speed fluid couplings worth £34,000 have been ordered from Fluidrive Engineering Co. Ltd., Isleworth, Middx., for the Swedish State Power Board's nuclear station being built at Ringhals. This latest order boosted Fluidrives' direct exports to Sweden in 1969 to £125,000. The couplings will be used to vary the speed alternators supplying power to motors driving the main water-pumps.

£170,000 orders for multi-drilling equipment

Dex machine tool division of Coventry Precision Ltd. recently secured orders worth over £170,000 for DEX 70 System multi-drilling equipment for use by many sections of the automotive industry and machine tool builders in Australia, Belgium, Denmark, France, Germany, Sweden, the United States and the Soviet Union.



Two Egyptian engineers from a Cairo firm of pharmaceuticals and fine-chemicals manufacturers flew 2,000 miles to Stoke-on-Trent for a 10-day training course in erection and maintenance of QVF Limited, chemical plant in glass. The El Nasr Company has installed QVF glass plants for specific chemical and pharmaceutical production processes, but has often needed to send their engineers for training in an established code of glass plant and pipeline practice. The Egyptian engineers pass on these special skills to their own operatives by instructions re-written in Arabic. The two engineers shown in the photograph are Mr. Fayez Sewilam and Mr. Fouad Mohamed.

Contracts for Spain and Africa

Orders worth nearly £100,000 for metal decorating lines to be installed in Spain and South Africa have been announced by the controlled heat and air division of Wellman Incandescent Furnace Co. Ltd., Smethwick, Warley, Worcs.

A contract for plant to be supplied to Chacon y Cia of Jerez de la Frontera, southern Spain, has been placed with the Smethwick company by Metal Closures Ltd., West Bromwich, Staffs.

A second contract – placed on behalf of Metal Closures' factory in Cape Town – includes a metal decorating oven to work in conjunction with a printing press, also varnishing and coating machine to process aluminium bottle closures.

£8 million steel plant for Brazil

GKN Contractors, a subsidiary of GKN Engineering Ltd., have won a contract valued at £8 million for the manufacture and supply of steelworks plant, including a new rolling mill complex, near Porto Alegre in Brazil, where site work is already well advanced.

Obtained in the face of strong international competition the contract, subject to ratification by the Brazilian Government, was signed recently.

The plant, to be supplied on a package deal basis, is designed to produce a wide range of steels in plain carbon, alloy, high-temperature and corrosion-resistant qualities.

First order from Japan

Crane Packing Ltd. have received an order for a stern shaft seal and spares for the *Bridgestone Maru*, a 25,222-ton dw gas carrier built by Mitsubishi Heavy Industries Ltd., and owned jointly by Nippon Yusen Kaisha (NYK Line) and Bridgestone LPG Co. Ltd.

The order, announced by the stern shaft seals division of Crane Packing Ltd., Havant, Hants., is the first order for Type 383 stern shaft seals to be received from a Japanese shipowner.

Identical equipment ordered

As a result of a commissioning visit to inspect equipment from Gilbert Gilkes & Gordon Ltd. at a training college in Madrid, an order for identical equipment has been received from Madrid's Mining Engineering School. This equipment comprises a 6-inch reversible pump turbine complete with motor generator and oil-pressure governor. A variable-speed dynamometer pump set drives the turbine.

Orders for Gilkes gas turbine instructional sets have also been received from Bordeaux, while a parallel/series pump test set has been ordered from Morocco.

£30,000 contract for Yugoslavia

Kent Instruments Ltd., Luton, Beds., have been awarded a contract worth approximately £30,000 for the supply and installation of electronic instrumentation at the Zletovo lead-zinc smelting plant, Tito Veles, Yugoslavia. The equipment includes 'Flexel', 'Transdata', 'Q'-type transmitters, 'Dall' and 'Venturi' tubes.

The contact was awarded by Power Gas Corporation, Stockton-on-Tees, who are responsible for the engineering of the complete complex, designed to Imperial Smelting Process Ltd. patents.

OUTWARD MISSIONS

London Chamber mission to Iran

MR. ROBIN BROOK, president of the London Chamber of Commerce, is to lead a trade mission to Iran from January 30 to February 12. The mission, the third the London Chamber has sent to Iran in the past four years, will be a follow-up to British participation in the Asian International Trade Fair held in Tehran in October as well as being an integral part of the London Chamber's efforts in the Iranian market. Mr. William Rose, chairman of the Chamber's Middle East section, will be deputy leader of the mission.

Over the past three years British exports to Iran have showed a continuous expansion, from £42.7 million in 1967 to £60.1 million in 1968, and a provisional estimate of £70.6 million in 1969. Iran is easily Britain's largest market in the Middle East and the Chamber believes there is little doubt that these figures can go on rising. However, the picture is not as rosy for Britain as the figures might suggest. The rise in British exports has not kept pace with the total rise in Iran's imports.

However, a strong British effort is being put into the Iranian market. In addition to the three London Chamber missions and the large British effort at the Asian Fair, a British Engineering Week is being planned by the London Chamber for Tehran. It is in this field of engineering and joint ventures that the best possibilities for further large orders lie. Iran is industrializing at a rapid rate and is offering strong incentives to foreign firms to establish themselves there.

There have been several notable British successes in this field including the assembly plants set up by Rootes and British Leyland.

Mr. Brook's 16-man mission includes representatives of a wide range of industrial interests including construction, iron and steel, engineering products, commercial vehicles, electrical equipment, mechanical handling, automotive and marine equipment and printing and typesetting machinery.

Visit to SE Asia and Far East

THE British Electrical and Allied Manufacturers' Association (BEAMA) is organizing a mission to South East Asia and the Far East, provisional dates being May 22 to June 29 this year. The programme includes visits, each of one week's duration, to Singapore, Hong Kong and South Korea, also two weeks in Japan. During the second week in Japan it is hoped that the mission will have an opportunity of visiting Expo 70 at Osaka.

As 1970 is likely to be the final year in which the BNEC will pay up to 75 per cent of the air fares of United Kingdom businessmen visiting the Far East, Australia and New Zealand on sponsored missions, the timing of the BEAMA mission should give added encouragement to companies wishing to take advantage of this economic means of investigating the markets in these territories during the coming year.

Because of the detailed planning required to organize the mission, the closing date for receipt of applicants to participate, imposed by the BNEC, is February 22, three months before departure.

Inquiries should be directed to Mr. A. Noble, mission secretary, BEAMA, 2 Leicester Street, London, W.C.2.

Success in eastern Europe

An order worth nearly £200,000 from Skoda-export, Czechoslovakia, for the roof, wall-cladding and special ventilation equipment for a new rod and bar steel mill at Trinic, near Ostrava, has been placed by H. H. Robertson (UK) Ltd., Ellesmere Port, Cheshire. This brings to a total of £900,000 the orders won by this company in eastern Europe in 1969.

Ropeway capacity to be increased

British Ropeway Engineering Co. Ltd., Sevenoaks, Kent, have received a £5,090 order from the Sudan Portland Cement Co. Ltd., Atbara, to increase the capacity of a ropeway plant which they built in 1952 to transport crushed limestone from a quarry across the Nile to the cement factory, a distance of 1¼ miles.

The original capacity of the plant was 40 tons an hour. In 1960 this was increased by adding extra buckets, slightly increasing the speed and installing improved bucket-loading equipment. Under the latest contract, to be completed in the early months of 1970, the capacity will be further increased to 61 tons per hour – again achieved by extra buckets and increased speed.

The company is also working on a £114,000 contract for Alcan Jamaica Ltd., to up-rate the capacity of a 4½-mile ropeway at their Ewarton works from 340 to 420 tons of green bauxite per hour. Another contract, for Anglo American International (UK) Ltd., is a £15,635 order to design and part-supply the extension of a ropeway for Beralt Tin and Wolfram at their Panasqueira Mine, Barroca Grande, Cambao, Portugal, and at the same time to increase its capacity from 25 tonnes to 40·8 tonnes an hour of tin ore, rom mine to processing plant – a distance of 2·6 miles.

Modifications to these three plants represent a total of nearly £135,000 to supplement BRECO's normal export business of erecting new aerial ropeways.

£12·6 million contract with Russia

After nearly two years of negotiations, and against international competition, Simon-Carves Chemical Engineering Ltd., Stockport, Cheshire, have signed a £12·6 million contract with Techmashimport for the design, supply and supervision of erection of a polyester film plant complex to be built in Vladimir, 100 miles north-east of Moscow.

The new complex will produce a wide range of polyester film suitable for use in the photographic, printing and electrical industries.

£270,000 order from Venice

Paterson Candy International Ltd. (a member of the Portals Group) of Ealing, London, and their associated company, El-Car Paterson Candy Italiana, have secured a £270,000 order for a 1,000 cu. metres/hr. process water treatment plant to be installed in a chemical works at Marghera Levante, Venice.

Spinning the first length of yarn on a 200-year-old Welsh spinning wheel at the inauguration ceremony of Schappe's new spinning factory at Llay Industrial Estate, Denbighshire, is Mr. W. H. McCormick, chairman and managing director of Schappe (UK) Ltd. Looking on are (left to right): Mr. Antony Durst, general manager, Spinning Division Schappe AG Basel; Mr. T. L. Williams, clerk and chief executive officer for Wrexham Rural District Council; Sir Watkin Williams Wynn, Lord Lieutenant for the County of Denbigh, and Mr. H. E. C. Fey, the chairman of Wrexham Rural District Council. On completion, this new Schappe factory will cost over £1 million in plant and machinery and will be one of the most modern spinning plants in Britain.

Equipment for eastern Europe

Orders for surface cleaning and finishing equipment to a total value of £300,000 have been gained by Vacu-Blast Ltd., Slough, in the face of strong Continental competition. Six plants specially designed to clean the inside of tubes ranging from 2½ inches up to 17 inches will go to the USSR and one plant of a similar type is to be built for operation in Poland.

Other plant now in course of design or construction include a 'Vacu-Veyor' for the Gdynia shipyard in Poland, which will be used to remove abrasive from the holds of tankers after shot-blasting. The Gdynia yard is in process of an extensive modernization programme and, in addition to the 'Vacu-Veyor', mobile Vacu-Blast machines will be delivered for general ship-cleaning and repair work.

An automatic weld-slag removal machine is destined for East Germany, a large pitless blast room for the Skoda works in Czechoslovakia and other machines will be shipped to Hungary and Rumania.

In the year ended August 31, 1969, 57 per cent of the company's total sales were made overseas.

Precision straightener for Switzerland

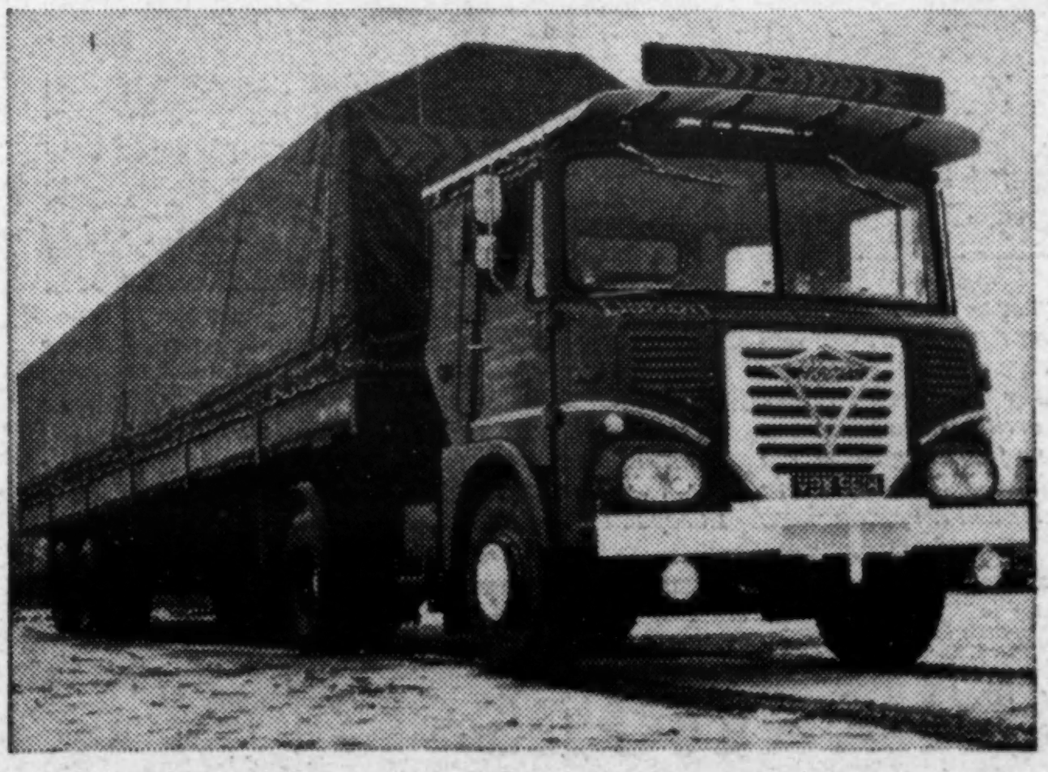
A leading Swiss tube works has placed an order valued at £32,000 for a precision tube straightening machine and ancillary handling equipment with The Bronx Engineering Co. Ltd., of Lye, Worcs., in spite of strong competition from the Federal Republic of Germany.

Hermann Forster AG, of Arbon, chose the machine following an extensive series of proving tests carried out on a Bronx tube straightener already installed at the Arfa Tube Mills Ltd., Basle.

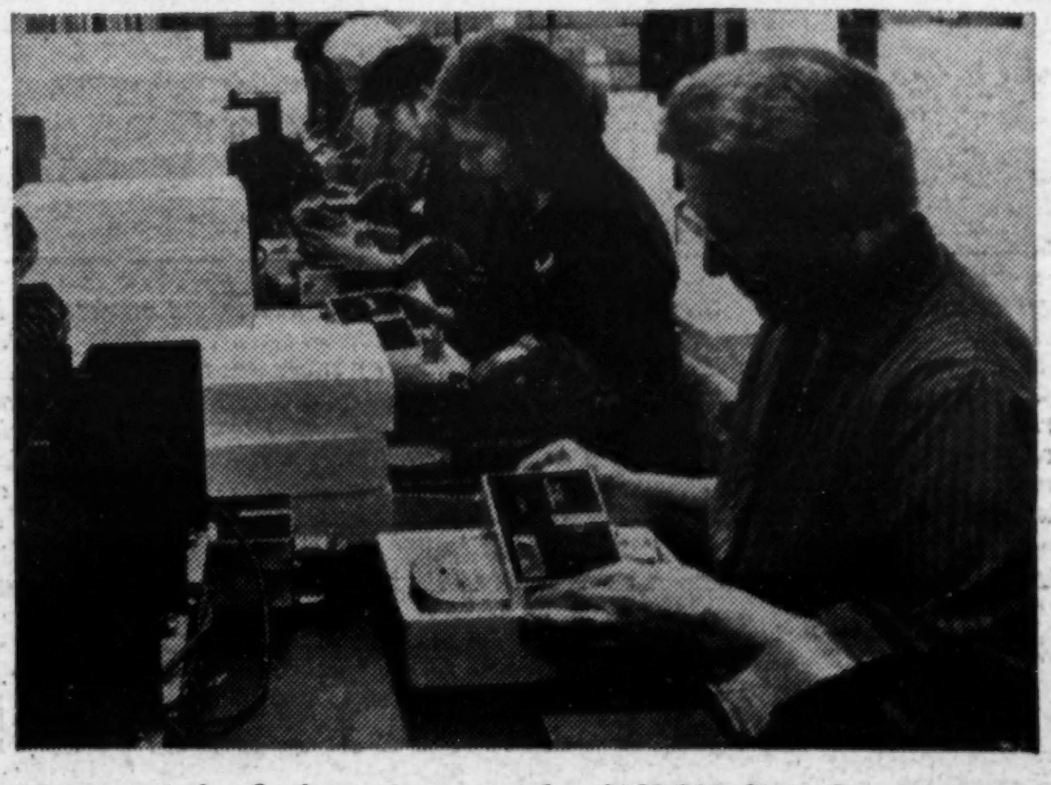
£85,000 orders from Canada

The total value of marine electronic equipment currently being supplied by Kelvin Hughes, a division of Smiths Industries Ltd., to new vessels in the Quebec area is over £85,000. The fittings are in a wide range of vessels and include several of the company's successful transistorized radars and echo sounders.

The vessels include two inshore lifeboats operated by the Department of Transport and new hopper barges for Verreault Navigation. As well as Type 17 radar and other instrumentation supplied by Kelvin Hughes, these barges rely on Type AH 65 combined Autohelm and electric steering for their highly efficient automated operation. The owners claim this system gives the most precise steering they have ever witnessed.

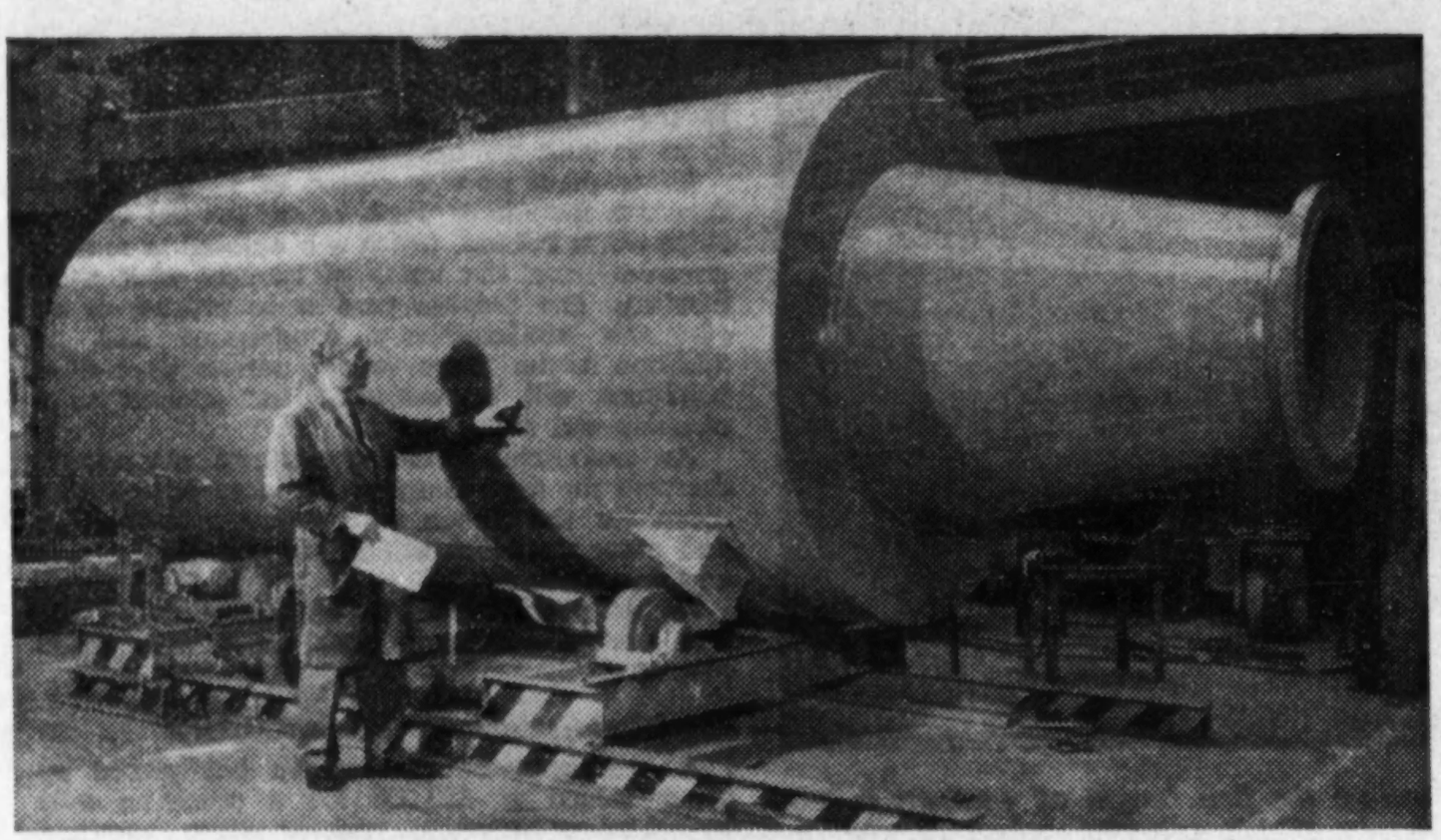


The first British-registered example of a sleeper-cab Foden 32-ton gross articulated truck has left Britain for Portugal. This vehicle, designed originally for the Australian market, has been bought by Interoute Ltd., the international haulage division of F. C. Bennett and Sons Ltd., at Kingston Blount, in Oxfordshire.

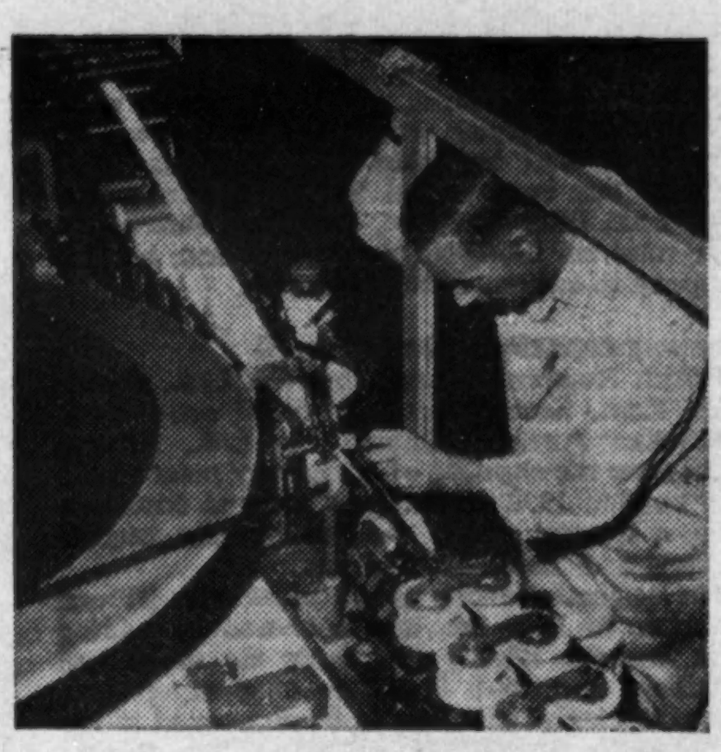


Packing of the final consignment of a £150,000 East German export order for ticket issuing machines at Setright Registers' factory in London. The order is for motorized machines to equip buses with facilities for one-man operation. It is the largest of five repeat orders placed by the state transport authorities with Setright Registers since 1965.

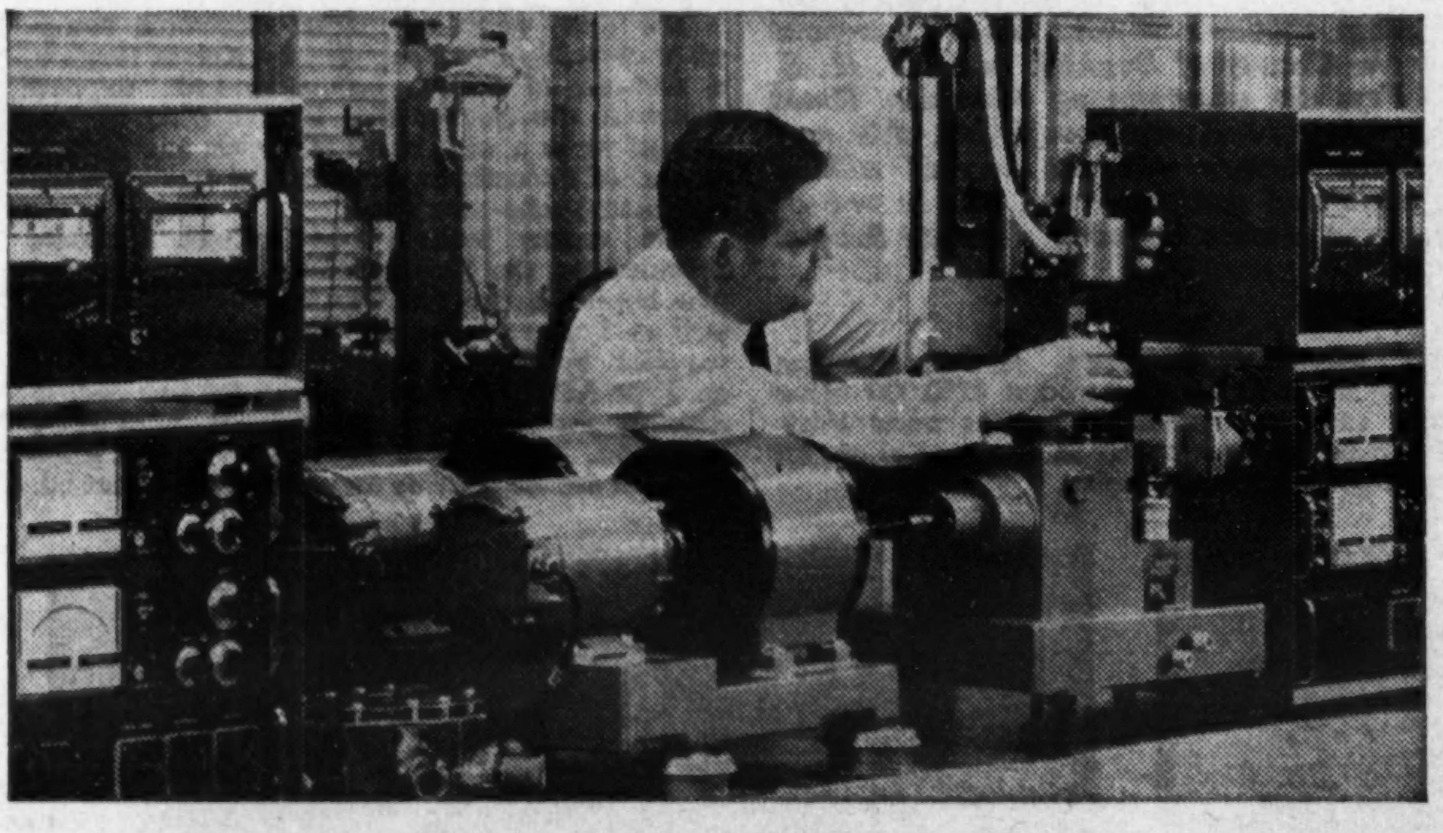
Major British engineering exports



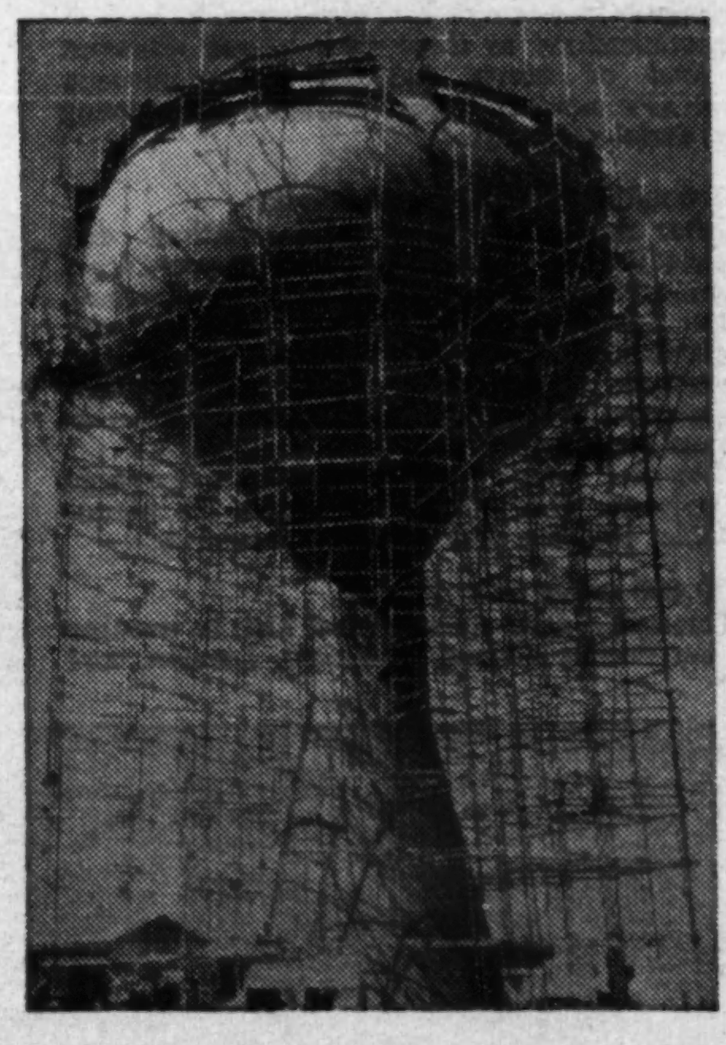
A silencer weighing approximately five tons and destined for Puerto Rico has been built by Burgess Products Co. Ltd., the acoustical engineers and manufacturers of Hinckley, Leicestershire. It is for installation in a multi-million pound industrial gas complex being built near Guayanilla, Puerto Rico, by Air Products Ltd. of New Malden, Surrey, and their associated companies. The complex will produce oxygen and nitrogen and will be one of the world's largest air separation facilities and will include the largest storage capacity ever installed by Air Products.



At the Greenwich works of Submarine Cables Ltd., an 800-mile long co-axial cable is being manufactured which will be laid between Canada and Bermuda. It contains some 250 tons of aluminium strip supplied by Alcoa of Great Britain Ltd. The aluminium strip longitudinally encircles the cable in the last stage of manufacture before the outer sheath of polyethylene goes on, and it functions as the return conductor, complementing the copper signal conductor which is an inner layer of the cable.



A major breakthrough into the important Russian scientific instrument market has been secured by Sangamo Controls Ltd., North Bersted, Bognor Regis, with a £40,000 order for rheological testing equipment, claimed to be the most versatile of its kind in the world. Many successes have already been reported by Sangamo, especially in the United States, where a large number of rheogoniometers have already been sold. Other current orders being fulfilled are for Japan, Germany and Australia. The Russian order, secured in the face of determined competition from Japanese firms arrived after lengthy negotiations following Sangamo participation at the British Scientific Instrument Manufacturers' Associations exhibition in Moscow in March 1968, when a £9,000 order was secured from the Russians for the rheological equipment they exhibited.



This single stalk water tower, fabricated by the Thompson Horseley Division of the John Thompson Group, is situated on the small island capital of Abu Dhabi, and when complete will contain half a million gallons of desalinated water. The order for the tower was gained in the face of stiff European competition, and is worth over £35,000.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations, which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

GENERAL

Regulation (CEE) No. 2586/69 modifies Regulation **(CEE) No. 1041/67** establishing the methods of application for export refunds for products subject to a single price rule. (*Journal Officiel* No. L322 dated December 24, 1969).

FRUIT AND VEGETABLES

Regulation (CEE) No. 2638/69 makes complementary provisions for controlling the quality of fruit and vegetables marketed within the community. (*Journal Officiel* No. L327 dated December 30, 1969).

SUGAR

Regulation (CEE) No. 2587/69 fixes the production refunds for white sugar used in the chemical industry. (*Journal Officiel* No. L322 dated December 24, 1969).

Regulation (CEE) No. 2654/69 fixes the basic amount of the import levy for syrups and certain other products of the sugar sector (*Journal Officiel* No. L329 dated December 31, 1969).

CEREALS

Regulation (CEE) No. 2591/69 defines the conditions for applying safeguard measures in the cereals sector (*Journal Officiel* No. L324 dated December 27, 1969).

RICE

Regulation (CEE) No. 2592/69 defines the conditions for applying safeguard measures in the rice sector (*Journal Officiel* No. L324 dated December 27, 1969).

PIGMEAT

Regulation (CEE) No. 2593/69 defines the conditions for applying safeguard measures in the pigmeat sector (*Journal Officiel* No. L324 dated December 27, 1969).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 2589/69 repeals **Regulation (CEE) No. 2185/69** and Article 5 of **Regulation (CEE) No. 1666/69** concerning the verification of prices for calves and adult bovine animals in the community (*Journal Officiel* No. L322 dated December 24, 1969).

EGGS

Regulation (CEE) No. 2594/69 defines the conditions for applying safeguard measures in the eggs sector (*Journal Officiel* No. L324 dated December 27, 1969).

POULTRY MEAT

Regulation (CEE) No. 2595/69 defines the conditions for applying safeguard measures in the poultry meat sector (*Journal Officiel* No. L324 dated December 27, 1969).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 2596/69 defines the conditions for applying safeguard measures in the olive oil sector (*Journal Officiel* No. L324 dated December 27, 1969).

Regulation (CEE) No. 2631/69 modifies **Regulation (CEE) No. 1052/67** in so far as it concerns the period of validity for certificates for exemption from levies (*Journal Officiel* No. L327 dated December 30, 1969).

Regulation (CEE) No. 2639/69 fixes the production refund for olive oils used in the manufacture of canned fish and vegetables (*Journal Officiel* No. L327 dated December 30, 1969).

PROCESSED AGRICULTURAL PRODUCTS

Regulation (CEE) No. 2606/69 determines the variable elements and the additional duties applicable during the first quarter of 1970, to the import into the community of processed agricultural products covered by **Regulation (CEE) No. 1059/69** (*Journal Officiel* No. L325 dated December 29, 1969).

Regulation (CEE) No. 2623/69 modifies **Regulation (CEE) No. 1671/69** relating to the measures to be taken for goods covered by **Regulation (CEE) No. 1059/69** following the devaluation of the French Franc (*Journal Officiel* No. L327 dated December 30, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2632/69 completes so far as Finland is concerned **Regulation (CEE) No. 1054/68** establishing the list of organizations issuing certificates intended to permit the admission of certain milk products coming from third countries under certain tariff headings (*Journal Officiel* No. L327 dated December 30, 1969).

Regulation (CEE) No. 2622/69 modifies **Regulation (CEE) No. 804/68** which is the basic Regulation establishing a common organization of the markets for milk and milk products (*Journal Officiel* No. L328 dated December 30, 1969).

(EUROPEAN COMMUNITIES, *continued on next page*)

EUROPEAN COMMUNITIES, *continued*

Customs legislation in the EEC

THE *Board of Trade Journal* dated April 18, 1969, contained an announcement about **Regulation (CEE) No. 542/69** concerning the transit of goods within the community. An announcement about further Regulations was published in the *Board of Trade Journal* dated December 12, 1969.

The *Journal Officiel des Communautés Européennes* No. L321 dated December 23, 1969, contains the text of **Regulation (CEE) No. 2570/69** completing **Regulation (CEE) No. 2311/69** concerning the working methods of the guarantee contract system specified by Article 32 of **Regulation (CEE) No. 542/69.**

The *Journal Officiel des Communautés Européennes* No. L322 dated December 24, 1969, contains the text of **Regulation (CEE) No. 2588/69** establishing in accordance with Article 46 of Regulation (CEE) No. 542/69, the list of airline companies to which the exemption from the need to provide surety to cover the air transport of goods applies. **Regulation (CEE) No. 542/69** which is the basic regulation dealing with the transit of goods within the Community came into effect on January 1, 1970.

The French texts of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Rules of competition

THE *Board of Trade Journal* dated January 10, 1969, contained an announcement about a notification of two sales and manufacturing agreements, the first between 'la Spa Pirelli' and 'la SpA società Italiana Dunlop', both of Milan and the second between 'la société anonyme des pneumatiques Dunlop' and 'la société anonyme Pirelli-France' both of Paris.

The *Journal Officiel des Communautés Européennes* No. L323 dated December 24, 1969, contains the text of the Commission's **Decision No. 69/477/CEE** on these agreements.

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 477).

Harmonization of legislation

THE *Journal Officiel des Communautés Européennes* No. L326 dated December 29, 1-969, contains the text of **Directive No. 69/493/CEE** concerning the harmonization of Member States legislation relating to crystal glass.

The French text of this Directive may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common commercial policy—community exports

THE *Journal Officiel des Communautés Européennes* No. L324 dated December 27, 1969, contains the texts of **Regulation (CEE) No. 2603/69** establishing a common system applicable to community exports and **Regulation (CEE) No. 2604/69** applying **Regulation (CEE) No. 2603/69** to the French overseas territories.

The French texts of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Suspension of duties in the common tariff

THE *Journal Officiel des Communautés Européennes* No. L321 dated December 23, 1969, contains the text of **Regulation (CEE) No. 2554/69** totally suspending the common customs tariff applicable to potatoes, others (Tariff Heading No. 07.01 A III) until April 30, 1970.

The French text of this Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Trade between Turkey and the EEC

THE *Journal Officiel des Communautés Européennes* No. L319 dated December 19, 1969, contains a number of Regulations affecting trade between Turkey and the EEC as follows:

Regulation (CEE) No. 2528/69 sets up a community tariff quota for certain fruits originating in or coming from Turkey, and falling within the following tariff headings: (a) ex 08.03 Figs, dried; (b) ex 08.04 Grapes, dried: (c) ex 08.05 Nuts, fresh or dried, shelled or not.

Regulation (CEE) No. 2529/69 sets up a community tariff quota for 17,615 tonnes at a 'NIL' rate of duty, of natural or non-manufactured tobacco and tobacco waste coming from or originating in Turkey (Common tariff No. 24.01). 15,400 tonnes of this quota have been allocated on the following basis:

Germany	11,000 tonnes
France	1,150 tonnes
Italy	950 tonnes
Netherlands	700 tonnes
Belgo-Luxembourg Economic Union	1,600 tonnes

The remaining 2,215 tonnes will form a reserve. **Regulation (CEE) No. 2530/69** sets up a community tariff quota for the following textile products originating in or coming from Turkey. Duties charged on imports within these quotas will be at 50 per cent of the Common Customs Tariff in force at the date of importation.

Common Tariff No.	Product	Quantity in metric tons
55.08	Terry towelling and similar terry fabrics, of cotton	75
55.09	Other fabrics of cotton	105
60.05	Outer garments and other articles, knitted or crocheted, not elastic nor rubberized	30
62.02	Bed linen, table linen, toilet linen and kitchen linen; curtains and other furnishing articles	30

Full details of the method of allocation of all these quotas, which are valid for the period January 1 to December 31, 1970, and of the conditions attached to them together with the French texts of the Regulations referred to may be obtained on application to the Export Services Branch, Board of Trade. Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Duty quotas for newsprint etc.

FOLLOWING EEC Regulations allocating amounts to member countries for various products, the French *Journal Officiel*, of December 30 announced the amounts and conditions for importation into France for the year 1970 of goods under the following tariff headings:

Tariff No.	Description	Quota amount (metric tons)
48.01 A	Newsprint	127,000
Ex 73.02 E I	Ferro-chromium, containing by weight at least 0·1% of carbon and more than 30% but not more than 90% inclusive of chrome	10
76.01 A	Unwrought aluminium	1,650
Ex 77.01 A	Unwrought magnesium containing by weight 99·8% or more of pure magnesium	8
Ex 77.01 A	Unwrought magnesium containing by weight less than 99·8% of pure magnesium	23

The conditions of admission under the above quotas are those laid down in an Order of December 17, 1969, stating the general conditions for import duty quotas.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

IRISH REPUBLIC

Import quota: cycle tyres and inner tubes

THE GOVERNMENT of the Irish Republic have announced the following quota under the Control of Imports Acts, 1934 to 1964:

Quota No.	Goods	Period	Quota
2	Cycle tyres and inner tubes manufactured in certain countries	February 1, 1970 to January 31, 1971	200 articles

Note: These restrictions do not apply to imports from the United Kingdom or other OECD, countries.

Removal of quota restrictions on motor tyres of UK origin

THE GOVERNMENT of the Irish Republic have made an Order under the Control of Imports Acts 1934 to 1964 which came into operation on January 1, 1970 and revoked the Control of Imports (Quota No. 54) (Pneumatic Tyres) Order, 1967 (S.I. No. 134 of 1967), which prohibited except under licence, the importation of motor tyres of United Kingdom manufacture.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

FRANCE

Duty quotas for imports of wood pulp and iron and steel

THE FRENCH *Journal Officiel* of December 30 announced that for the year 1970 the following amounts of wood pulp and iron and steel may be imported duty-free or at a reduced duty rate.

Tariff No.	Description	Amount metric tons net
47.01 A	Mechanical and semi-chemical wood pulp †	175,000 tons at 90% dryness
47.01 B 1	Wood pulp chemically treated by the sulphate or soda process†	1,200,000 tons at 90% dryness
47.01 B II	Wood pulp chemically treated by the bisulphate process†	
73.15 A VI a	Sheets and plates not further worked than hot-rolled, pickled or not	167 tons
73.15 A VI d 1	Sheets and plates otherwise worked or treated not cut to other than square or rectangular shape	23 tons

†The weight to be shown on import licence applications for these quotas is that of the pulp taken at 90 per cent dryness.

The conditions of admission under the above quotas are those laid down in an Order of December 17, 1969, stating the general conditions for import duty quotas.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

(*FRANCE, continued on next page*)

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FRANCE, *continued*

Duty reduced quotas for iron, etc.

THE FRENCH *Journal Officiel* of December 30 announced the following duty reduced quota amounts for the first half of 1970:

Tariff No.	Description	Amount metric tons net
73.15 A IV b 1	Hot-rolled or extruded wire rod having a diameter of 4·5 to 6 mm. and a carbon content of 0·62% to 0·74%	3,000
	Wire rod of a diameter of 4·5 to 13 mm. and containing 0·60 to 1·05% of carbon, 0·05% or less of sulphur or phosphorus (taken together), 0·10 to 0·25% of silicon and 0·1% of all other components (taken together) except manganese	1,200
73.16.A II b	Used rails for re-rolling	33,000
	The following amounts are for the whole of 1970	
73.01 B II b	Special haematite iron containing by weight a maximum proportion of 0·03% manganese (†)	6,000
	Other (†)	15,000
73.15 B IV b 2	Alloy steel hollow bars, the interiors of which are plated with stainless steel, intended only for the manufacture of monobloc cutting bits	700

(†) This quota is open only for iron intended for the manufacture of cast steel products.

The conditions of admission under the above quotas are those laid down in the relevant articles of an Order of December 17, 1969, stating the general conditions of import duty quotas.

The products imported under these quotas must be used for the purposes stated within one year of the date of registration of the customs declaration. They are also subject to the fulfilment by the actual consignee, assignee and user, of the formalities laid down in Article 4 of the Order of June 28, 1963, stating the conditions of admission of certain goods under a more favourable tariff treatment in view of their intended use.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

SPAIN

Import duty suspensions: extensions of time limits

SOYA BEANS

NOTICE WAS given in the *Board of Trade Journal* of October 8, 1969 (page 988) of the suspension of import duty on Soya Beans (Tariff heading 12.01-B3) until December 31, 1969. The Spanish *State Gazette* of December 29 announced a further extension until March 31, 1970.

ALUMINIUM INGOTS

Notice was given in the *Board of Trade Journal* of October 22, 1969 (page 1139) of the suspension of import duty on unwrought aluminium ingots and alloyed unwrought aluminium ingots (Tariff headings 76.01-A1 and 76.01A2) until December 31, 1969. The Spanish *State Gazette* of December 29 announced a further extension until March 31, 1970.

HIDES, SKINS AND LEATHER

Notice was given in the *Board of Trade Journal* of July 23 (page 252) of an import duty suspension on hides, skins and leather (Tariff Headings 41.01-B1, 2, 3, 41.02-A1, 2, 41.03-A1, 2 and 41.04-A 1, 2). The Spanish *State Gazette* of December 29 announced a further extension valid until March 31, 1970.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 258 Broad Street, Birmingham; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

Duty free import quotas

THE SPANISH *State Gazette* of December 29 announced the following duty-free import quotas valid until June 30, 1970:

Tariff Heading	Description	Maximum Free quota (in tons)
73.01-D	Foundry pig iron	30,000
73.06-B	Steel ingots	80,000
73.07-B 1	Billets	125,000
73.07-B 2 a, b	Blooms	175,000
73.07-B 3 a	Sheet bars (llanton)	10,000
73.07-B 4 a	Slabs weighing more than 1 ton	150,000
73.08	Coils	300,000
73.10-B 1	Wire rod (fermachine)	20,000
73.13-B 1 a	Naval steel sheets and plates of iron or steel, of a thickness of 3 mm. or more	150,000
73.13-B 1 a	Sheets and plates, of iron or steel, hot rolled, of a thickness of 3 mm. or more	20,000
73.13-B 2 c, d	Sheets and plates, cold-rolled of a thickness of less than 2 mm.	150,000
73.13-B 3 b and 73.12-B 3 a	Tinplate and iron or steel strip, other than special steel, tinned, of more than 457 mm. side	70,000
73.13-B 3 c	Galvanized sheets and plates	20,000
73.13-B 3 e	Chrome plates and sheets	10,000
73.13-B 3 e	Electro zincing plates and sheets	10.000

The Spanish *State Gazette* of December 30 announced the following duty free import quota valid until December 31, 1970:

27.01 A	Coking coal	2,800,000

The Spanish *State Gazette* of December 29 announced the following duty free import quota valid until December 31, 1970:

29.01-A 3	Ethylene	20,000 (metric tons)

Import quotas

THE SPANISH *State Gazette* of December 29 announced the following import quotas with a custom duty of 3 per cent valid until June 30, 1970.

Tariff Heading	Description	Quota in tons
47.01-A	Mechanical pulp	90,000
47.01-B 1 a	Unbleached sulphate chemical pulp	100,000
47.01-B 2 a	Unbleached bisulphate chemical pulp	30,000

Import quota: acrylic fibres and yarns

THE SPANISH *State Gazette* of December 29 announced the following import quota for acrylic fibres and yarns free from the specific duty of 30 and 50 pesetas per kilo.

Tariff Heading	Description	Quota in tons
56.01-A 3 56.02-A 3 56.04-A 3 56.05-A 3	Acrylic fibres and yarns	7,000

Inquiries about these notices should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

AUSTRIA

Equalization tax amendments

AMENDMENTS to the Turnover Tax Law 1959 were passed in the Austrian Parliament on November 19, 1969, and published in the Bundesgesetzblatt of November 13 and November 29.

The amendments concerned changes in the equalization tax leviable on imported goods, and additions to the equalization tax free list.

The German text of these changes can be seen at Export Services Branch, Board of Trade, Room E.53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

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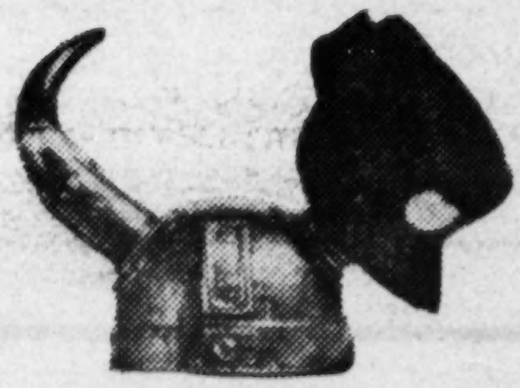

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FEDERAL REPUBLIC OF GERMANY

Traffic regulations

A NEW EDITION was published in 1969 by Kirschbaum Verlag Bad Godesberg, of the Strassenverkehr – Zulassungs – Ordnung (St VZO) which is largely concerned with regulations governing the construction and approval of motor vehicles and trailers and their use in the Federal Republic.

The new edition incorporates various amendments, together with details of decisions and guide lines which had been issued since publication of the 1965 edition. It does not, therefore, contain an entirely new law on the subject.

A copy, in German, is now available for reference in Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467 and 466).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

THE SOUTH AFRICAN *Government Gazette* No. 2591 of December 24, 1969, notifies the following changes:

R.3985: Amends the sales duty arrangements for certain types of paper.

R.3986: Provides for the import under a rebate of the full duty of certain axles of the driving and non-driving type, respectively, and parts thereof, imported in unit packs of unassembled motor vehicles with a gross vehicle weight of 22,400 lb. or more, provided a specific permit from the Secretary for Industries is submitted.

R.3987: Sets out the new arrangements for rebates of excise duty on motor cars,

R.3988:

(1) Provides for a rebate of sales duty on certain school furniture with retrospective effect to March 26, 1969;

(2) Provides for a rebate of sales duty on certain religious gramophone records for free distribution by Gospel Recordings Incorporated.

MAURITIUS

Introduction of new tariff

THE BOARD OF TRADE has received a copy of Mauritius *Government Gazette* No. 87 of December 13, 1969 which contains a Bill to introduce a new Customs Tariff in which the Brussels Nomenclature classification has replaced the Standard International Trade Classification.

The new tariff, which became effective on January 1, 1970, incorporates the 5 per cent surcharge and the package tax previously levied separately. A number of changes in tariff rates have also been introduced.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

SINGAPORE

Import control: fireworks

THE SINGAPORE GOVERNMENT *Gazette* dated December 5, 1969, publishes the Prohibition of Imports (General Licence) (Amendment No. 13) Notification, 1969, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification 1965 by the deletion of the following:

50. Rocket fire-crackers and rocket fireworks.

This notice means that the above-mentioned goods are now no longer subject to quota restriction or special import licensing. However, the import of the above for local sale will continue to be banned.

Import control: pharmaceuticals

THE BOARD OF TRADE have been informed by cable that the Singapore Government, with effect from January 2, 1970, has removed quota restrictions on import of *pharmaceuticals* from certain countries including the United Kingdom. Further details will follow when available.

NEW ZEALAND

Emergency Protection Authority inquiry: domestic capacity measures

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessay that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods:

Domestic capacity measures.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
73.38.31	..	25%*	45%*	60%*
	..	Aul. Free		
73.38.32		Free	20%	25%
74.18.03	..	25%*	45%*	60%*
74.18.04	..	Free	20%	25%
76.15.11		25%*	45%*	60%*
76.15.12		Free	20%	25%

*Or such lower rate of duty as the Minister may in any case direct.

The Emergency Protection Authority is required to report to the Minister by February 4, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its service, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 765/69.

Emergency Protection Authority inquiry: incubators for premature infants

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessay that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods:

Incubators for premature infants.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
90.17.11	..	15% Aul. Free	25½%	40%

The Emergency Protection Authority is required to report to the Minister by February 4, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its service, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 730/69.

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Emergency Protection Authority inquiry: excavators

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessay that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods:

Excavators.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
84.23.04	No.	30%	45%	50%

The Emergency Protection Authority is required to report to the Minister by February 4, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its service, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 819/69.

(NEW ZEALAND, *continued on next page*)

NEW ZEALAND, *continued*

Emergency Protection Authority inquiry: machine knives and blades

BECAUSE of the delay in the submission to the Tariff and Development Board of the report of the New Zealand Committee of Inquiry. The New Zealand Minister of Industries and Commerce has re-referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods:

Machine knives and blades.

Details of the original reference were given in the *Board of Trade Journal* of November 22, 1968, page 1443.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
82.06.00		The rates of duty applicable to the machines or mechanical appliances for which the knives or cutting blades have been designed.		

The Emergency Protection Authority is required to report to the Minister by February 4, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its service, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 739/69.

Tariff and Development Board reports

COPIES of the following New Zealand Tariff and Development Board reports have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description	
91.04.02	Battery operated clocks – NAFTA, Schedule A.	
32.13.19 32.13.21 38.19.26	Printing inks Stencilling inks Stencil correcting varnish	NAFTA Elimination of margins
82.04.04	Screwdrivers	
82.05.03	Paint mixers (or stirrers)	
59.15.09	Armoured suction and delivery hose of internal diameters up to six inches, suited for the conveyance of oil products	
82.01.03	Domestic coal shovels	

Tariff changes: vehicles

DETAILS are given below of changes in the New Zealand Customs Tariff which came into effect on December 5, 1969:

Tariff Item	Description	Unit	Rates of Duty: British Preferential	Most Favoured Nation	General Tariff
Chapter 67					
Vehicles, other than railway or tramway rolling-stock, and parts thereof					
87.14	Other vehicles (including trailers), not mechanically propelled and parts thereof:				
	Parts of the vehicles of this heading:				
	Axles and axle boxes:				
87.14.21	Trailer axle assemblies of a capacity of 3 tons and over	..	22½%	42½%	47½%
87.14.22	Other kinds	..	Free	20%	25%
87.14.29	Other	..	The rates applicable to the vehicles for which the parts have been designed		

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 725/69.

AUSTRALIA

Tariff changes on vegetable oils

DETAILS are given below of changes made in the Australian Customs Tariff by Customs Tariff proposals, which came into effect on December 13, 1969 and are consequent upon the inquiry by the Special Advisory Authority.

AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1969

Tariff Item	Goods	Rate of duty: General	Preferential
After Note 7 to Chapter 15 *insert* the following note:			
8.	The following goods are specified for the purposes of paragraphs 15.07.93 and 15.07.99, sub-item 15.08.1 and paragraphs 15.08.91 and 15.08.92, that is to say, goods that: (a) were in transit to Australia on November 12, 1969; and (b) are entered for home consumption within 21 days after importation.		
Omit paragraphs 15.07.93 and 15.07.99, *insert* the following paragraphs:			
15.07.93	Maize oil; peanut oil; soya bean oil; rape seed oil	$0.40 per gal, and, except in respect of goods specified in Note 8 to this Chapter, if the f.o.b. price per gallon is less than $1, a temporary duty of an amount per gallon equal to the difference	$0·267 per gal. and, except in respect of goods specified in Note 8 to this Chapter, if the f.o.b. price per gallon is less than $1, a temporary duty of an amount per gallon equal to the difference
15.07.99	Other	$0·40 per gal. and, except in respect of goods specified in Note 8 to this Chapter, if the f.o.b. price per gallon is less than $1, a temporary duty of an amount per gallon equal to the difference	$0·40 per gal. and, except in respect of goods specified in Note 8, to this Chapter, if the f.o.b. price per gallon is less than $1, a temporary duty of an amount per gallon equal to the difference
Omit sub-item 15.08.1, insert the following sub-item:			
15.08.1	Epoxidized vegetable oils	40%, and ex- in respect of goods specified in Note 8 to this Chapter, a temporary duty of 15%	40%, less $0·017 per gal.; and, except in respect of goods specified in Note 8 to this Chapter a temporary duty of 15%
Omit paragraphs 15.08.91 and 15.08.92. *insert* the following paragraphs:			
15.08.91	Linseed oil; rape seed oil	$0·40 per gal. and, except in respect of goods specified in Note 8 to this Chapter, if the f.o.b. price per gallon is less than $1, a temporary duty of an amount per gallon equal to the difference	$0·40 per gal. and, except in respect of goods specified in Note 8 to this Chapter, if the f.o.b. price per gallon is less than $1, a temporary duty of an amount per gallon equal to the difference
15.08.92	Safflower seed oil; soya bean oil	$0·40 per gal. and, except in respect of goods specified in Note 8 to this Chapter, if the f.o.b. price per gallon is less than $1, a temporary duty of an amount per gallon equal to the difference	$0·383 per gal. and, except in respect of goods specified in Note 8 to this Chapter, if the f.o.b. price per gallon is less than $1, a temporary duty of an amount per gallon equal to the difference

Dumping cash securities: paper clips of base metal

THE BOARD OF TRADE has been notified by the British High Commission at Canberra that interim anti-dumping action in the form of cash securities has been introduced by the Australian Department of Customs and Excise on paper clips of base metal (tariff item 83.05.9) which are exported from the United Kingdom on or after January 19.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting Ref. No. CRE 2298/69.

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BRAZIL

Customs tariff amendment

RESOLUTION 721 of December 4, 1969 introduced the following amendment:

Tariff No.	Description	Rate of duty *Ad val.* c.i.f.
39.03	Plastic materials and artificial or synthetic resins obtained by condensation, polycondensation or polymerization, whether or not modified, in semi-manufactured forms:	
001	Bars, sticks, blocks, angles, shapes and sections, plates, tubes and other semi-manufactured forms:	
01	Plates of high density polyethylene (94 centigrammes per cubic centimetre or more) with impact resistance of more than 110 kilogram-centimetres per square centimetre, with a certificate issued by a competent authority in the country of origin	45%
99	Other	70%

Imports of coal, coke, etc.

RESOLUTION 724 of November 5, 1969 extended for a further year (i.e. until December 8, 1970) the concession which exempts from import duty imports of coal, peat, lignite, coke and semi coke falling within Tariff heading Nos. 27.01, 27.02, 27.03 and 27.04, when the importer produces a certificate which states that he has purchased a certain quota of the similar national product.

PERU

Containers for alcoholic beverages

H.M. EMBASSY at Lima reports the publication of Directorial Resolution No. 147/69 IC-DGI which requires containers for alcoholic beverages to be of standard sizes. Imported containers must conform with the standards by December 31, 1970.

Copies of a translation of the Resolution may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

GUYANA

Import licensing arrangements

THE SCHEDULE of Exceptions to the Guyana Open General Licence (see *Board of Trade Journal* of January 10, 1964, page 68) has been further amended by the deletion of item 721-04 and the insertion of the following item:

721-04.1 Radio transmitters (with or without receivers).

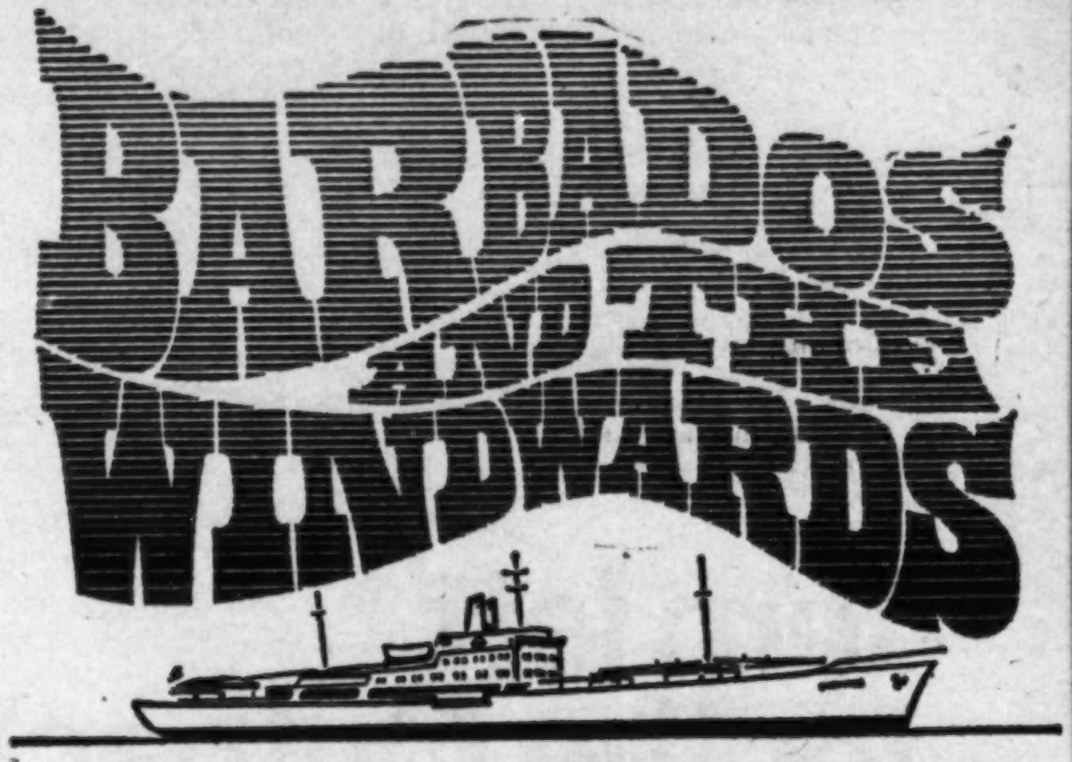
Consumption taxes

THE GUYANA GOVERNMENT, under the Consumption Tax Order 1969, have provided for the imposition of consumption taxes at the rates indicated on the imported and locally manufactured chargeable goods listed respectively in (i) and (ii) below:

Item No.	Goods	Rate of Tax ($G4·80 – £1stg.)
(i) 661-02.2	Cement	$0·12 per 100 lb.
046-01	Flour of wheat (being that which is eligible for an Association rate of duty)	$0·85 per 100 lb.
(ii)	Flour	$0·85 per 100 lb.

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.



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Telex 778118.
54 Commercial Street, Dundee. Tel: Dundee 22131.
64 Constitution Street, Leith, Edinburgh 6.
Tel: 031 554 1557.
87 Lumley Street, Grangemouth, Stirlingshire.
Tel: Grangemouth 4228.

PARAGUAY

Import regulations

PARAGUAYAN Central Bank Resolution No. 37 of November 12 prohibits local private banks from making loans to their clients for the importation of the following non-essential goods:

Confectioners' goods
Alcoholic beverages
Cosmetics
Deodorants
Perfumes
Sun lotions and creams
Chamois leather and skin
Gold or silver leaf
Embroidered cloths
Broderies and organza
Silk organzas
Silk lace
New clothes
Precious and semi-precious gems
Precious metals, solid or liquid
Radio receivers
Record players
Motor cars and station wagons
Ornamental accessories for cars
Wrist or pocket watches
Jewellery
White-walled motor car tyres
Arms and ammunition
Carpets
Mechanical toys
Tableware of silver or other high-priced metals
Porcelain ware
Fine crystal ware
Small ornaments
Photographic colour film
Photographic cameras
Metal furniture
Other furniture of a kind which is produced locally
Luxury sanitary ware
Non-essential electric household ware (washing machines, cooking stoves, water heaters, etc.)
Motor cycles and scooters
Aircraft
Building materials produced locally (wooden door and window frames, sills, floor boards, etc.)
Cigarettes and matches
Picture frames.

The discount of bills drawn on hire purchase transactions of durable goods may only be carried out when these mature within 120 days of the discount and such bills may not be held as security for direct loans.

The following goods are included in this group:

Radio receivers
Television receivers
Record players
Motor cars (passenger cars)
Watches
Jewellery
Arms and ammunition
Silver ware and high-priced metal ware
Fine crystal ware
Photographic cameras
Metal furniture
Air conditioners
Motor boats, motor cycles, etc.
Aircraft
Tourist and sport watercraft.

Loans made by any bank for imports of articles other than those included in the list of non-essential goods, may not in total exceed that bank's total loans for that purpose at October 31, 1969.

As from March 2, 1970 this sum must not exceed 30 per cent of the bank's total portfolio of loans.

CANADA

Invoice descriptions of textile products

THE CANADIAN Government have announced additional invoicing requirements in respect of textile commodities, to be effective for importations shipped to Canada on and after February 1, 1970.

Firms desiring further information should address their inquiries to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 401).

Changes in customs tariff

THE CANADIAN government have issued Order in Council PC 1969-2373 dated December 17, 1969 making the following additions and extensions in the Canadian customs tariff:

Tariff Items		British Preferential Tariff	Most Favoured-Nation Tariff	General Tariff
	Additions:			
26520-1	Sperm oil to be sulphated or sulphonated for use in the manufacture of leather (Expires October 31, 1970)	Free	Free	30%
28225-1	Materials, which otherwise would be classified under tariff item 28205-1, for use only as catalysts in the recovery of elemental sulphur from waste gases (Expires October 31, 1970)	Free	Free	22½%
31410-1	Black graphite leads for use in the manufacture of pencils (Expires October 31, 1970)	Free	Free	25%
34845-1	Electrolytic copper wire bars for use in Canadian manufactures, per pound (Expires January 31, 1971)	Free	Free	1½ cts.
35905-1	Scrap of gold or silver, or of metal alloys containing gold or silver, fit only for remelting or refining, imported for recovery of the gold or silver content (Expires October 31, 1970)	Free	Free	25%
41508-1	Parts for use in the manufacture of hermetically sealed compressors for domestic refrigerators and freezers, namely: connecting rods; crankcases or cylinder housings; crankshafts; cylinder heads; motor housings; outboard bearings; pistons; piston pins or wrist pins; valve plates (Expires January 31, 1971)	Free	Free	30%
42870-1	Gas turbine of 1,500 horsepower or less, for use in the manufacture of electricity generating sets consisting essentially of an internal combustion engine and one or more generators mounted on a common base (Expires June 30, 1970)	Free	Free	30%
44505-1	Uncoated pressed glass shapes for use as reflectors in the manufacture of automotive sealed beam lamps and other sealed beam spotlight and floodlight lamps (Expires October 31, 1970)	Free	Free	32½%
44568-1	Steatite ceramic tubular sleeves for use in the manufacture of tubular capacitors (Expires October 31, 1970)	Free	Free	27½%
44570-1	Articles and materials for use in the manufacture of carrier-current communications apparatus for the transmission of audio, supervisory control, telemetry and protection signals over power transmission lines (Expires October 31, 1970)	Free	Free	25%
50071-1	Cedar lumber, whether or not stained and waxed, but otherwise not further manufactured than smoothplaned, for use in the manufacture of pencils (Expires October 31, 1970)	Free	Free	25%
56140-1	Viscose rayon filament yarns for use in the manufacture of jacquard mattress tickings	20%	10%	35%
	and, per pound		10 cts.	20 cts.
	on and after April 1, 1970	Free	Free	35%
	and, per pound			20 cts.
	(Expires October 31, 1970)			
61820-1	Unhardened vulcanized natural rubber sheets, produced by adding vulcanizing agents directly to the fresh field latex before coagulation, containing not less than 90% natural rubber hydrocarbon, with a residual permanent set after 500% elongation of not more than 10%, with an elongation at break of not less than 700%, such properties being attained without the aid of oil extension, the foregoing with or without surface layer or layers of crepe rubber, when imported for use as an abrasion resistant lining in Canadian manufactures (Expires October 31, 1970)	Free	2½%	27½%
86100-1	Finely divided precious metals or compounds of precious metals whether dry, or suspended or dissolved in a liquid, for use exclusively in the manufacture of glassware and of tableware of china, porcelain or semi-porcelain (Expires January 31, 1971)	Free	Free	25%
	Changes and extensions:			
42840-1	Reciprocating natural gas engines, of a class or kind not made in Canada, for use in the manufacture of self-contained compressors (Expires October 31, 1970)	Free	Free	30%
44567-1	Contact clips and alkyd glass wafers with fixed terminals moulded therein for use in the manufacture of wafer switches and slide switches (Expires October 31, 1970)	Free	Free	25%

Order in Council 1969-2375 dated December 17, 1969 made the following addition to the tariff.

92944-3	Semi-synthetic penicillin (Expires January 31, 1971)	Free	5%	25%

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UNITED STATES

Motor vehicle safety standards: proposed new standard 302

THE *Board of Trade Journal* of October 27, 1967, gave advance notice of a proposal of the United States Federal Highway Administration to publish a standard specifying burn resistance requirements for materials used in the occupant compartments of passenger cars, multi-purpose passenger vehicles, trucks and buses.

The Federal Highway Administration has now published details of the proposed standard and has invited interested persons to submit additional comments by March 30, 1970 (Ref. FR 31.12.69).

Standard 108: lamps, reflective devices and associated equipment

(1) The United States Federal Highway Administration has given advance notice of a proposal to amend Standard 108 by making major revisions to existing requirements and adding new requirements for rear lighting and signalling systems, forward illumination systems, performance and durability of lamp bulbs, sealed units, lenses, lamp assemblies, reflex reflectors, flashers and switches associated with lighting equipment, and marking and identification of lighting equipment.

The proposed effective date for these amendments is January 1, 1972, or January 1, 1973.

Interested persons are invited to submit comments on this proposal to the Federal Highway Administration by May 1, 1970 (Ref. FR 31.12.69).

(2) The Federal Highway Administration has announced in addition proposals for amending the existing Standard 108 to incorporate a number of additional requirements, for example, requiring the compulsory use of red stop lamps, clarifying the testing requirements for combination twin signal and hazard-warning signal flashers and requiring the compulsory fitting of self-cancelling non-signal-operating units.

Interested persons are invited to submit written comments to the Federal Highway Administration by April 1, 1970 (Ref. 3.1.70).

Standard 209: seat belt assemblies

The Federal Highway Administration is considering amending Standard 209 to specify dynamic performance requirements and test procedures for seat belt assemblies.

It proposes that the amendment become effective not later than January 1, 1972.

Interested persons are invited to submit written comments on this proposal with the Federal Highway Administration not later than March 24, 1970 (Ref. FR 24.12.69).

Fixed collision barriers

The Federal Highway Administration is considering amending the definitions of the motor vehicle safety standards to include a new definition for 'fixed collision barrier.' This definition would replace the present references to the SAE Recommended Practice J850 'Barrier Collision tests' in Standards 201, 204, 212 and 301.

The proposed effective date of this amendment is June 1, 1970.

Interested persons are invited to submit comments on this proposal with the Federal Highway Administration by March 24, 1970 (Ref. FR 24.12.69).

Defect reports

The Federal Highway Administration is considering issuing regulations that would specify requirements for reports concerning safety related defects which manufacturers of motor vehicles are required to maintain and provide to the Federal Highway Administration under Section 112(c) of the National Motor Vehicle Safety Act.

Interested persons are invited to submit comments on this proposal with the Federal Highway Administration by March 24, 1970 (Ref. FR 24.12.69).

Further information about the above notices can be obtained from United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Fair Packaging and Labelling Act: camera film

THE *Board of Trade Journal* of October 15, 1969, gave notice of a proposal of the United States Federal Trade Commission to exempt camera film packaged and labelled for retail sale from certain of the mandatory labelling requirements of part 500 of the regulations under the above act.

After consideration of all the comments received on this proposal, the Federal Trade Commission has concluded that the proposal be adopted with one minor amendment with an effective date of February 2, 1970.

Anyone who will be adversely affected by this order may file written objections with the Secretary of the Federal Trade Commission on or before February 2, 1970.

Further details may be obtained from Tariff Section (United States), Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Ref. FR 3.1.70).

Federal Trade Commission hearing: labelling of textile products

THE *Board of Trade Journal* of November 19, 1969, gave notice of the institution of proceedings for the promulgation of a trade regulation rule relating to the care labelling of textile products.

In addition to the public hearing arranged for January 13 and 14, 1970, the Federal Trade Commission has announced details of a second hearing arranged for March 17 and 18, 1970, which is to be held in Room 532 of the Federal Trade Commission Building in Washington, DC. Any person wishing to present oral testimony should notify the Federal Trade Commission not later than March 10, 1970.

Further deeails about the hearing may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Ref. FR 3.1.70).

Control of electronic product radiation

THE *Board of Trade Journal* of October 29, 1969, gave notice of proposed regulations and performance standards relating to the emission of radiation from television receivers and for the labelling and certification of electronic products subject to the United States Radiation Control for Health and Safety Act of 1968.

After consideration of all the comments received on these proposals the United States Bureau of Radiological Health has announced the adoption of the regulations with some minor changes with effect from January 15, 1970.

Further information may be obtained from United States Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), Ref. FR 25.12.69.

Labelling and advertising of distilled spirits

THE *Board of Trade Journal* of February 9, 1969 announced that comment had been invited on new draft regulation for the labelling and advertising of distilled spirits. The existing rules and regulations have now undergone complete revision and the final version has been published by the United States Department of the Treasury.

Full details of the new regulations may be obtained from the United States Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457). Please quote reference FR 31.12.69/20335.

Invoice requirements

THE UNITED STATES Bureau of Customs has given notice that in accordance with certain statistical headnotes of Schedule 6, part 4F of the United States tariff and certain statistical suffixes to tariff items 674.32 and 674.35 which came into effect on January 1, 1970 importers of metal working machine tools classified under the above headings are required to provide additional invoice information.

Full details of the additional information now required may be obtained from Tariff Section (United States), Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Ref. FR 30.12.69).

Tariff investigations: certain flat glass

THE *Board of Trade Journal* of July 23, 1969, gave notice of an investigation in connection with the escape clause action duties in effect on certain imported flat glass.

The President of the United States has now proclaimed an extension to March 31, 1970 of the existing escape action duties. By the end of the 90-day period further consideration will be given to this action in the light of the further investigation into flat and other types of glass (Ref. FR 31.12.69).

Glass

The *Board of Trade Journal* of July 23, 1969, gave notice of an investigation to determine whether certain types of flat glass (sheet, plate, float and rolled) and tempered glass are being imported in such increased quantities as to cause or threaten serious injury to the United States domestic industry.

In respect of sheet glass the Commission were evenly divided on whether imports are, as a result in major part of trade agreement concessions, a cause of serious injury to the domestic industry producing like or comparable articles. Under the law, the President may consider either of the findings as the findings of the Commission.

In respect to plate, float, rolled and tempered glass, the majority finding of the Commission was that such products are not, as a result in major part of trade agreement concessions being imported into the United States in such increased quantities as to cause or threaten serious injury to the domestic industry producing like or competitive articles (Ref. FR 3.1.70).

Inquiries about the above notices should be addressed to United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Tariff investigation—pianos

THE *Board of Trade Journal* of July 23, 1969, gave notice of an investigation by the United States Tariff Commission to determine whether pianos (including player pianos, whether or not with keyboards) and parts, are, as a result in major part of trade agreement concessions being imported into the United States in such increase quantities as to cause or threaten serious injury to the United States domestic industry.

The Tariff Commission has now issued its report to the President. The majority finding of the Commission was that pianos, but not parts, are being imported in such increased quantities as to threaten serious injury to the United States domestic industry.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Ref. FR 3.1.70.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Cassilla 854, Lima.

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Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49 Temporary importations: international co-operation.

77E (Re-issued February 1966) purchase tax - exports.

104 Temporary importations and exportations under ATA and ECS Carnets.

112 Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants (to be published on June 18, 1969).

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.

206 Export trade reliefs: temporarily imported for process or repair.

207 Reimported goods: relief from Customs duty and purchase tax.

210 Temporary importation of films and similar goods for copying printing, etc., to fulfil export orders.

215 Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.

300 Export reliefs scheduling scheme.

429 Customs export procedure. Further relaxation of pre-entry.

466 Export documents and trade statistics.
SN6 Notice to passengers (exchange control and export licensing).

467 The New Customs Tariff and Overseas Trade Classification.

Exchange Control Notice to Exporters Issue dated January 9, 1969. (Issued by HM Treasury - also obtained from any bank.)

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

74 Notice to exporters. EFTA restrictions on drawback and export rebate.

74A EFTA drawback; exception of EFTA goods re-exported to another country.

77M British-made cars and motor cycles; tax free sales to tourists, etc.

132 Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.

172 Hydrocarbon oils: drawback of duty.

217 The main conditions and procedures under which drawback of duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6B.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.

251 Remission or repayment of the temporary charge on imports.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Authorization of signatories to drawback claims.
430 Table of rates of sugar surcharge, distribution payments and corresponding repayments.

Export Rebates

74 Notice to exporters. EFTA restrictions on drawback and export rebate.

435 Schedule of rates.

436 General outline of the scheme and procedure for claiming.

436A Export rebate: termination.

437 Ships and aircraft.

439 Export rebate: goods exported after March 31 1968, under pre-devaluation contracts.

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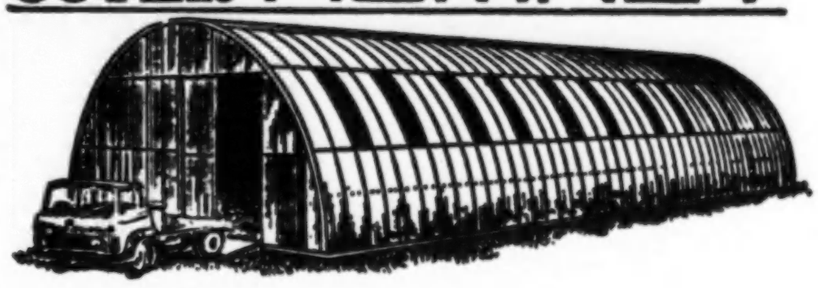

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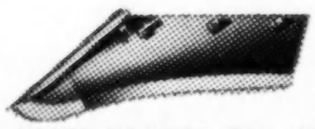

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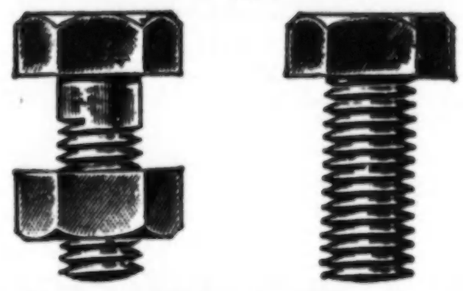

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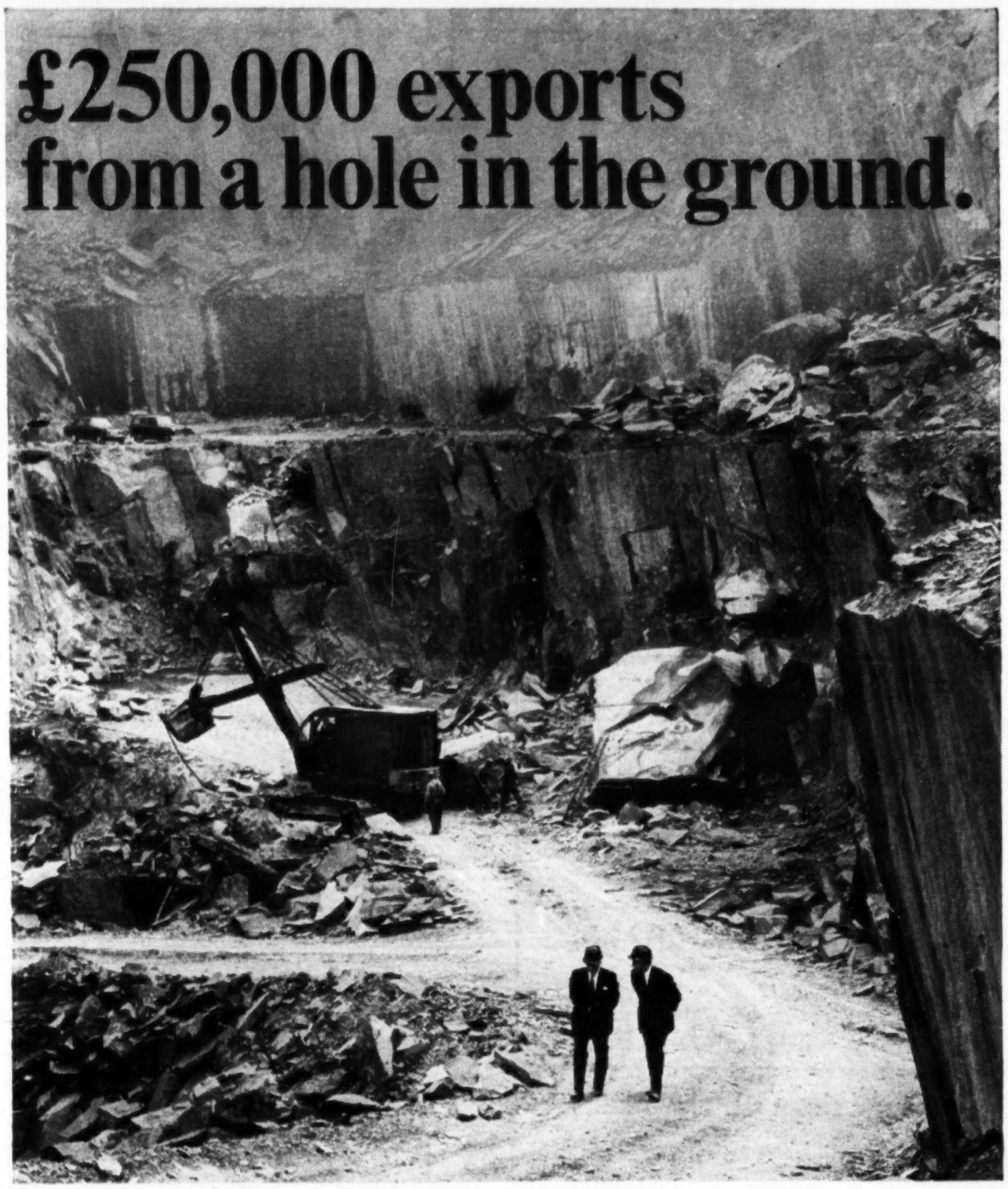

Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

Interviewer: What are the outlets for slate these days?

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

Slate is expensive to ship. Was this why the export trade died?

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

What made you re-start exporting in 1965?

David W: The economic doldrums at home, and a shortage of slate in France.

You started there, but now you've expanded into other markets?

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

How do you develop a new market?

David W: We get help from the British Embassies and we appoint an agent.

Has your ECGD cover helped you expand?

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

Are you optimistic about the future?

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks—and can also help you to reduce the cost of export finance. Get the full run-down from your local ECGD Manager. Contact him this week.

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